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ABSTRACT

The report of the Pittsburg State University (Kansas) development program for fiscal year (FY) 1989 addresses the annual fund, the campaign for distinction, the Pittsburg State University (PSU) Foundation, and development plans for FY 1990. The university strives to provide additional private funding to supplement state support. Total private support for FY 1989 was $2,495,876, an increase of $493,340 from FY 1988. There were 3,058 alumni donors. An additional $38,727 was received from foundation support. Of cash gifts, bequests accounted for $483,425 while business support came to $643,457. The annual fund ($622,416) declined slightly from the previous year. The PSU Foundation investment funds were over $7,000,000. PSU's development program ranked in the top 25% of peer institutions and in the top 15% of those ranked by dollars raised per student. Appendixes include annual development calendars; tables showing comparisons with other schools; annual fund and capital campaign policy statements; information on contributing organizations, matching gift companies, business contributors, office of research proposals and grants, and bequests to PSU; a phonothon report; PSU Foundation by-laws; and lists of alumni trustees, chapter officers, and volunteers serving on various boards and advisory councils. (DB)

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DEVELOPMENT
ACHIEVEMENTS

FISCAL YEAR 1989

PITTSBURG STATE UNIVERSITY
PITTSBURG, KANSAS

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HE 023 124

DEVELOPMENT ACHIEVEMENTS AT PITTSBURG STATE UNIVERSITY FOR FISCAL YEAR 1989

JOSEPH G. SMOOT
VICE-PRESIDENT FOR DEVELOPMENT

PITTSBURG STATE UNIVERSITY
PITTSBURG, KANSAS

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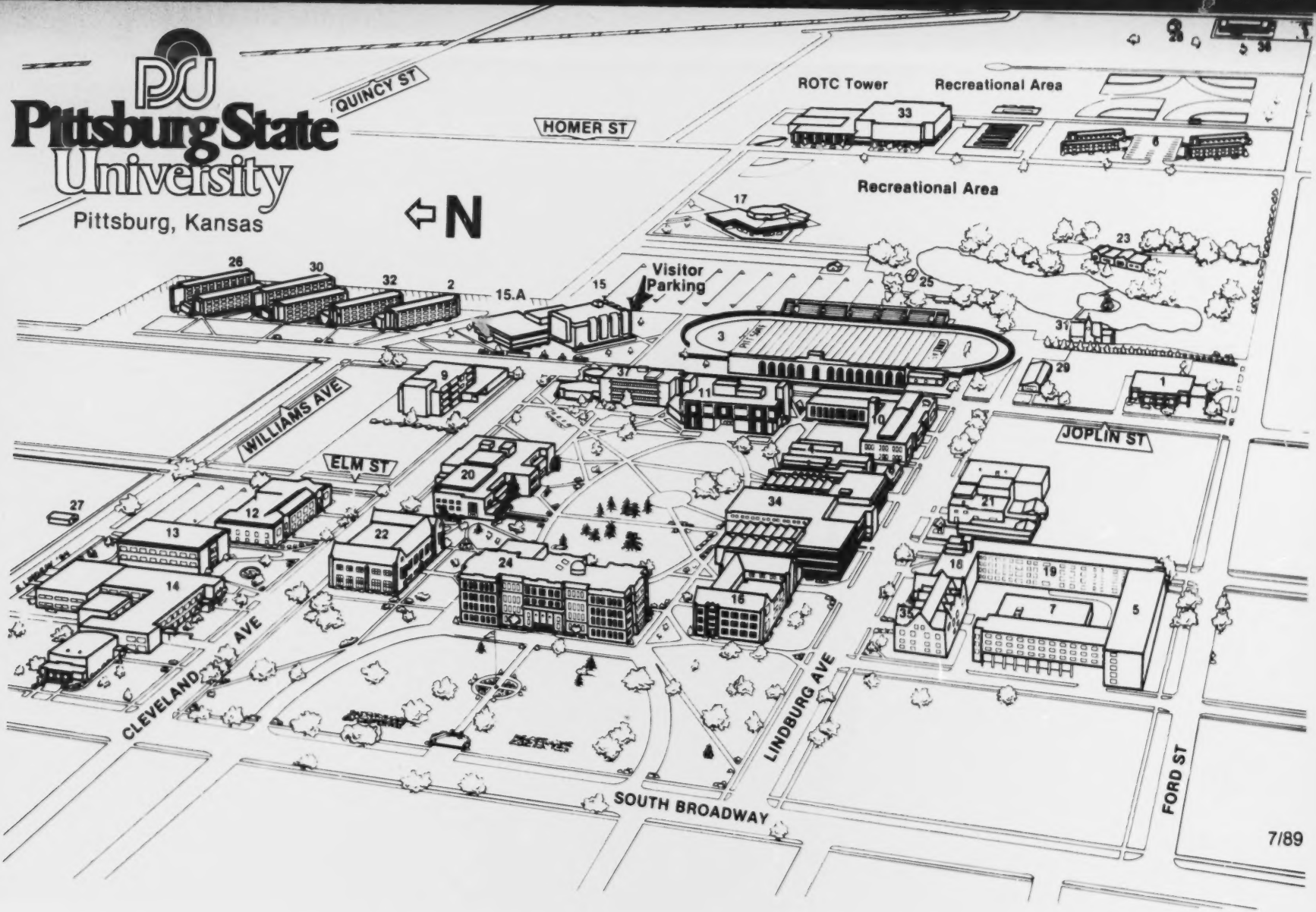

CAMPUS MAP

LOCATOR KEY ON BACK

1. Alumni Center
- Alumni Relations & Development
- Bulk Mail/Demographic Services
- PSU Foundation, Inc.

2. Bowen Hall
- Co-ed Residence Hall

3. Brandenburg Field
- Carnie Smith Stadium
- Prentice Gudgen Track
- August and Helen Rua Pressbox

4. Chandler Hall
- Home Economics-*Rm 101*

5. Dellinger Hall
- Co-Ed Residence Hall

6. East Campus Apartments
- Family Housing

7. Gibson Dining Hall
- Dining Room for all Residence Halls

8. Greenhouse

9. Grubbs Hall-College of Arts and Sciences
- Dean-*Rm 311*
- Communication-*Rm 434*
- Debate/Forensics-*Rm 210*
- English-*Rm 425*
- Foreign Languages-*Rm 428*
- Instructional Media Labs-*Rms 201-203*
- International Student Services-*Rm 405*
- Television Studio/Radio Lab-*Rm 215*
- Writing Center-*Rm 101*

10. Hartman Hall
- Technical Education Center Programs
  - Air Conditioning/Refrigeration-*Rm 206*
  - Electricity-*Rm 214*
  - Electronics-*Rm 211*
  - Welding-*Rm 108*
- Industrial Arts and Technology Programs
  - Auto Body-*Rm 104*
  - Auto Mechanics-*Rm 106*
- Instructional Media-*Rm 332*
- Reserve Officers' Training Corps (ROTC)-*Rm 201*

11. Heckert/Wells Hall
- Biology-*Rm 228a*
- Chemistry-*Rm 104b*
- Herbarium-*Rm 301*
- Nature Quest-*Rm 327*
- Raptor Reach-*Rm 327*

12. Horace Mann Building
- Storage Facility

13. Hughes Hall-School of Education
- Associate Dean-*Rm 115*
- Center for Educational Services, Evaluation and Research-*Rm 110*
- Curriculum Laboratory-*Rm B6*
- Curriculum and Instruction-*Rm 201*
- Dean-*Rm 116*
- Psychology & Counseling-*Rm 112*
- Research Computer Lab-*Rm 113*
- Special Services and Administrative Studies-*Rm 110*
- Teacher Education Computer Laboratory-*Rm 316*

14. Gladys A. Kelce School of Business
- Academic Advisement (Kelce School)-*Rm 102*
- Accounting Lab-*Rm 209*
- Academic Computing Coordinator-*Rm 151*
- Accounting-*Rm 201*
- Business Administration-*Rm 110*
- University Computer Lab-*Rm 153*
- Dean-*Rm 101*
- Computer Science/Information Systems-*Rm 223*
- Economics, Finance and Banking-*Rm 211*
- *Journal of Management Issues*-*Rm 211*
- Management Information Systems (Computing Center)-*Rm 157*
- MBA Program Director-*Rm 101*
- Microcomputer Laboratory-*Rm 103*
- Technical Education Air Conditioning/Refrigeration Program-*Rm 013*

15. Axe Library
- Environmental Scanning Resource Room for University Planning-*Rm 014*

15A. University Bookstore

16. McCray Hall
- Department of Music-*Rm 103*

17. McPherson Nurse Education Building
- Nursing-*Rm 101*

18. Mitchell Hall
- Residence Hall undergoing repairs

19. Nation Hall
- Women's Residence Hall

20. Overman Student Center
- Director
- Program Office
- Ticket Office
- Student Activities Council
- Student Government Association
- Collegio/KANZA

21. Physical Plant/Post Office
- Building & Grounds Maintenance
- Director-*Rm 100*
- University Car Pool/Car Scheduling-*Rm 100*
- University Mail Room/Post Office

22. Porter Hall
- Art-*Rm 101*
- University Art Gallery

23. President's Home

24. Russ Hall
- Academic Affairs VP-*Rm 203*
- Admissions-*Rm 110*
- Budget-*Rm 209*
- Business-*Rm 230*
- Business & Fiscal Affairs VP-*Rm 204*
- Career Planning & Placement Services-*Rm 216*
- Cashier/Student Loans-*Rm 233*
- Continuing Studies-*Rm 215*
- Counseling Center-*Rm 134*
- Degree Check-*Rm 105*
- Enrollment Services-*Rm 109*
- Equal Opportunity & Affirmative Action-*Rm 232*
- Facilities Planning-*Rm 211*
- Financial Aid-*Rm 115*
- Graduate School-*Rm 108*
- History-*Rm 308*
- Honors College-*Rm 317A*
- Institutional Research-*Rm 212*
- Mechanical Engineering Technology-*Rm 404*
- *Midwest Quarterly*-*Rm 414*
- Personnel-*Rm 235*
- President-*Rm 204*
- Quick Print Services-*Rm 131*
- Public Affairs-*Rm 210*
- Purchasing-*Rm 231*
- Residential Programs-*Rm 112*
- Registrar-*Rm 103-106*
- Research: Graduate Studies & Research-*Rm 108*
- Residential Programs-*Rm 112*
- Social Science (geography, philosophy, political science, sociology, social work and pre-law programs)-*Rm 317*
- Strategic Planning-*Rm 204* (President's Office)
- Student Affairs-*Rm 115*
- Student Employment-*Rm 213*
- Student Support Programs-*Rm 134*
- Testing Center-*Rm 135*
- Undeclared Majors-*Rm 115*
- Veteran Certification-*Rm 103*

25. Shelter Houses

26. Shirk Hall
- Center for Technology Transfer
- Institute for Economic Development-*North Wing*
- KRPS FM-90-*South Wing*
- Psychology Clinic and Family Counseling Laboratory
- Surface Mining Section - Kansas Department of Health and Environment

27. Special Education

28. Storage House

29. Student Health Services
- Health Services
- Biofeedback

30. Tanner Hall/Tanner Annex
- Co-ed Residence Hall

31. Timmons Chapel

32. Trout Hall
- Co-ed Residence Hall

33. Weede Physical Education Building
- Health, Physical Education and Recreation-*Rm 240*
- Intercollegiate Athletics-*Rm 247*
- Intramurals-*Rm 171*
- Physical Fitness Center—Weight Room

34. Whitesitt Hall-School of Technology and Applied Science
- Engineering Technology (construction, electronics, manufacturing, plastics)-*Rm 200*
- HIX Commercial Screen Printing Laboratory-*Rm 216*
- Industrial Arts and Technology-*Rm 98*
- Printing-*Rm 120*
- Dean-*Rm 99*
- Printing Services-*Rm 120*

35. Willard Hall
- Assistant Dean for Technology & Applied Science-*Rm 115*
- Kansas Vocational Curriculum Center-*Rm 116*
- Technical Education Center-*Rm 215*
- Technical Education Department-*Rm 114*
- VICA/HOSA Office-*Rm 209*
- University Police & Parking Services-*Rm 103*

36. Wood Technology Building

37. Yates Hall
- Mathematics- *Rm 210*
- Physics-*Rm 307*
- L. Russell Kelce Planetarium-*Rm 100*

PSU Pittsburg State University

INTRODUCTION

From 1984 to 1987, the Division of Development and Public Relations at Pittsburg State University held each year an Annual Development Conference which the president, vice-presidents, academic deans, and members of the Development Advisory Committee attended. The conference provided an opportunity to review the reports for the previous year and discuss the plans for the coming year. A keynote speaker highlighted the significance of the undertaking. The conference papers became the basis for four annual development reports at Pittsburg State University.

Because the Office of Development had become well established after operating for four years, it was decided to abandon the development conference concept in 1988. Instead, the development staff, which has grown in size and experience, conducts its own evaluation and planning for development activities at Pittsburg State University.

The fifth annual report, Development Achievements at Pittsburg State University For Fiscal Year 1988, was published in the Educational Resources Information Center (ERIC) Microfiche Collection and indexed in Resources in

Education (George Washington University: Clearinghouse on Higher Education, June, 1989), ED303129.

This report, Development Achievements at Pittsburg State University for Fiscal Year 1989, is the sixth report prepared by the Vice-President for Development and Public Relations. This report includes an overview of the development program with a comparative analysis of the achievements in FY 1989 as compared with 155 other comprehensive public universities reporting to the Council On Aid To Education. Special treatment is given to the annual fund and the capital campaign in the report as well as the Pittsburg State University Foundation. A careful rechecking of some tables and the evaluation of other data in previous reports will aid the Office of Development in refining its statistical information.

Pittsburg State University has engaged in securing private support for thirty-eight years since the organization of the Endowment Association in 1951. The Division of Development and Public Relations came into being in the summer of 1984. In these five years, the Alumni Foundation and the Endowment Association merged into the Pittsburg State University Foundation and employed the United Missouri Bank to manage Foundation assets. Investment funds have almost tripled during this period. In addition, the Vice-President for Development led in a University-wide marketing study which resulted in the report, Challenging the Future: The University Marketing

Report 1985. This report set the direction for enrollment management, development, and the University's public image and was published in the Educational Resources Information Center (ERIC) Microfiche Collection and indexed in Resources in Education (George Washington University: Clearinghouse on Higher Education, February, 1988) ED286395.

For the past five years (Fiscal Years, 1985, 1986, 1987, 1988, and 1989), the University has reported on its development program to the Council For Aid To Education (CFAE). In 1984 about one-third of the public comprehensive colleges and universities that are members of the American Association of State Colleges and Universities reported to CFAE. In 1988, almost one-half of these colleges and universities reported to CFAE. That alone tells the story of the increasing determination of public comprehensive institutions to seek private resources to supplement their public support. Pittsburg State University has determined to build a strong division of development within the University to obtain significant private support to advance its educational mission as a high-quality regional state university. Reporting to the Council For Aid To Education signifies that the University is serious about its efforts. Planning and evaluation with peer comparisons will enable the University to achieve its objective for a strong private-support program.

The entire Division of Development and Public Relations has worked hard to achieve success in Pittsburg State

University's development program. The Office of Alumni Relations fosters a number of programs that contribute to donor awareness of University needs. The Alumni Chapter meetings and the Half Century Reunion, as well as the regular class reunions, all add to the total program of securing private resources for the University. Plans for this coming year include a special effort to increase the members in the alumni association. The Office of Public Affairs and Information aids the development program in the preparation of materials, the reporting of the events and success stories, and in countless other ways.

The development staff of truly professional people contribute technical and professional skills to the day-by-day operation of the program. The Foundation News, the news letter of the Pittsburg State University Foundation, gave tribute in the summer of 1989 to almost 1000 volunteers who assisted the University in its development activities in FY 1989. These included volunteer solicitors in various campaigns, members of advisory councils, and other volunteers who performed a myriad of services.

The most important objective of Pittsburg State University's development program is to provide funding beyond the state support in order to distinguish the University among its peers in the United States. That worthy ideal provides a challenge to the private donor to assist the University in fulfilling its mission. It also serves to challenge those who strive to serve the University

in the rewarding efforts of securing ever increasing resources to meet the growing needs of a thriving educational enterprise.

Robert L. Payton addresses philanthropy from an ethical vantage view in his book, Philanthropy: Voluntary Action For The Public Good (New York: Macmillan Publishing Company, 1988). He strives to convey an understanding of philanthropy that is "essential to the survival of this country as a free and open and democratic society." Payton argues that "within the philanthropic tradition . . . the moral agenda of society is put forward." Those who advance Pittsburg State University through private support achieve far more than the mere acquisition of financial resources. The privilege of encouraging philanthropy responds to the deepest call within us for good and right.

Joseph G. Smoot
Vice-President For Development

EXECUTIVE SUMMARY

1. Total private support for Pittsburg State University for FY 1989 was $2,495,876 that included $2,367,404 received through the Foundation and $128,472 through the Office of Research. (8, 13)

2. Total private support for Pittsburg State University in FY 1988 was $2,002,536. Among 155 peer public comprehensive colleges and universities reporting to the Council On Aid To Education, PSU's total ranked 35th in the nation while dollars raised per student enrolled ranked Pittsburg State University 17th nationally. Of those ranked ahead of PSU, only two had a smaller enrollment while 23 were two, three, and four times as large. (8-10)

3. According to the most recent CFAE report, 3,134 alumni donors (12.37 percent of those solicited) made a gift to PSU compared to 15.60 nationally in peer institutions. For FY 1989, alumni donors dropped from 3,134 to 3,058. This drop resulted in a decline in the solicitation percentage effectiveness ratio to 10.83% for FY 1989. No national figures are available until the summer of 1990. (15-18)

4. Foundation support of Pittsburg State University amounted to $38,727 for FY 1989. Of that amount, $8,295 came to the Office of Research and $30,432 to the Foundation. (19-20)

5. Bequests accounted for $483,425 of the total of $2,495,876 (19%). During the past 10 years, the University has received $1,746,650 from 31 bequests. Of that amount, $1,194,116 (68%) has been received in the last 5 years. (27)

6. Business support amounted to $643,457 (25.78%) compared to $826,184 for FY 1988. Nationally, the percentage of business support of the total funds received by all colleges and universities stood at almost 23 percent. (20-25)

7. The Annual Fund decreased to $622,461 in FY 1989 compared to $667,195 in FY 1988. Of the $622,461, $128,472 came to the Office of Research and $493,989 to the Foundation. (30)

8. Local support (Crawford and Cherokee Counties) to the University (all categories) increased from $502,990 in FY 1988 to $1,000,024 in FY 1989. (32-33)

8. Faculty and Staff support of the University amounted to $65,300 in FY 1989, down slightly from $69,363 in FY 1988. (34)

9. The Phonothon generated $164,971 in pledges in FY 1989 compared to $164,025 in FY 1988. The eleven-year record of funds raised through the Phonothon totaled $1,114,734. (36-37)

10. The Athletic Fund for current operations decreased from $121,669 in FY 1988 to $111,971 in FY 1989. When a large transfer of basketball funds in FY 1988 is deducted, there was an increase in current athletic funds. The Athletic Endowed Scholarship Fund increased from $255,523 in FY 1988 to $281,799 in FY 1989. (37-42)

11. The Campaign For Distinction after three years has generated $8,000,000 toward the goal of $9,844,000. No estate planning commitments have been included in this total to date. Major results of the Campaign For Distinction include an endowed banking chair in the School of Business, faculty development funds, and major increases in scholarship funds. The Campaign also generated capital funds for the 100,000-watt public radio station (KRPS-FM 90), and the renovation of Carnie Smith Stadium. (43-48)

12. The Pittsburg State University Foundation Investment Funds (Market Value) amounted to $7,118,231 at the end of FY 1989. The Funds increased through additions and earnings from $3,264,859 in FY 1986 when the United Missouri Bank, Kansas City, was engaged as investment manager of the portfolio. Foundation investment funds have increased in five years (FY 1985-FY 1989) from $2,162,914 to $7,118,231 (329%). In a comparative study of the 155 comprehensive colleges and universities reporting to the Council On Aid To Education for FY 1988, the Pittsburg State University Foundation ranked 29th (top 18.709%) in total size and 16th (top 10.132%) in terms of dollars of investment funds for each enrolled student. (49-52)

13. The Development Report for FY 1988, <u>Development Achievements at Pittsburg State University For Fiscal Year 1988</u>, was published by the Educational Resources Information Center (ERIC) at George Washington University and became a national resource for development information. (1)

AN OVERVIEW OF FY 1989 DEVELOPMENT ACTIVITIES

Fiscal Year 1989 will be remembered in Development terms as the third consecutive year that Pittsburg State University topped $2 million in private support. At the annual meeting of the Pittsburg State University Foundation on September 8, 1989, Dr. Joseph G. Smoot, Vice-President for Development of the University and Executive Director of the Foundation, announced that total funds received for FY 1989 amounted to $2,495,876. Of this sum, the Office of Research generated $128,472 in private support. The Office of Research had an acting graduate dean during FY 1989 but a regular appointment has been made for FY 1990.

Total private support for the University for FY 1988 was $2,002,536. Of that total, $1,830,908 was received through the Pittsburg State University Foundation and $171,628 through the Office of Research. The University gratefully acknowledges the thousands of donors who believe in Pittsburg State. In November, after the end of the fiscal year on June 30, the University submits a report of private support to the Council For Aid To Education. The Council compiles these reports by types of institutions and publishes the following summer a combined report called Voluntary Support of Education. Comparative data from this

CFAE report is always a year old when used to measure the effectiveness of a development program.

The University's record of $2,067,069 for FY 1987 ranked Pittsburg State 38th in the country among regional state colleges and universities reporting to the Council For Aid to Education (CFAE) that year. The $2,002,536 reported for FY 1988 ranked Pittsburg State University 35th among the 155 regional state colleges and universities reporting to CFAE. The three percent decline in funds received in FY 1988 compared to FY 1987 was slightly below the national average of a decline of 3.5 percent in private support of higher education. Generally, it is believed that the change in the tax laws and the stock market crash in 1987 contributed to this national decline in voluntary support for higher education in FY 1988.

In Appendix 2, 155 CFAE public comprehensive institutions are listed according to Total Dollars Raised, Dollars Raised Per Student, and Enrollment for FY 1988 (Tables 1, 2, 3, and 4). Pittsburg State's $2,002,536 received in FY 1988 gave the University a comparative ranking of 35th (top 23 percent) among the 155 institutions. In analyzing the dollars received per student, Pittsburg State University ranked 17th (top 11 percent) among the 155 institutions. In total enrollment, Pittsburg State University ranked 90th among the 155 institutions. Of the institutions ranked ahead of Pitt State's 35th position in Total Dollars Raised, only two had a smaller enrollment than

Pitt State while 23 were at least twice as large with a number of these three, four or more times as large as PSU. Most institutions ranked higher than Pittsburg State University not only have larger enrollments and more alumni, but are also generally located in urban areas with greater access to broader corporate and foundation support.

Pittsburg State University has formally selected six peer regional public universities for comparative purposes with respect to state funding. These universities, located in all areas of the United States, serve as peers because they have similar programs to those at Pitt State. The peer universities are Northern Arizona University, Western Carolina University, Murray State University, Eastern New Mexico University, Central Oklahoma University, and Eastern Washington University.

Two of these Universities (Western Carolina, and Murray State) reported to the Council For Aid To Education for FY 1988. The record of these universities reveals that neither of the two secured more funds than Pittsburg State University. Both are larger in enrollment; Pittsburg State University, however, raised more dollars per student than either of the two peer universities. Pitt State's $367.78 per student exceeds Western Carolina's $296.05 and Murray State's $143.77 by a significant margin in measuring the impact of the private resources on the institution. It is gratifying to know that Pittsburg State University has a

stronger development program than any of its peer universities.

Resource development for American higher education has become one of the most important occurrences in recent years. Regular sources of support, whether from sponsoring organizations, tax dollars, or endowment income, have been unable to do much more than keep funding at a status-quo level. Some slippage has occurred perhaps more in the private sector than in the public with the support uneven in both areas. Some private and public institutions have fared rather well, others have not.

All development activities at Pittsburg State University are now focused on two major efforts. These are the Annual Fund and the Capital Campaign called the Campaign For Distinction. The Office of Development has prepared a statement that describes how these two programs actually function (See Appendix 3). The Development Report format for Fiscal Year 1989 will reflect the emphasis given to the Annual Fund and the Capital Campaign.

The Annual Fund is sub-divided into the University Fund and the Athletic Fund. For the University Fund, the Development Office conducts a Community Drive in November (includes campaigns for faculty and staff as well as for the community), a Direct Mail effort with three basic mailings, and the Phonothon occurring in February and March. The Department of Music's yearly appeal is also included in Annual Fund efforts. The Athletic Fund receives support

from a spring Community Drive, special solicitation of lettermen, the Athletic Association, the annual Gorilla Golf Day, and other special fund-raising efforts.

The Office of Development completed the third full year of the Campaign For Distinction at the end of FY 1989. Pittsburg State University had never attempted a capital campaign before launching this effort in the spring of 1986. Total dollars realized to date stand at $6,471,259 with several million dollars in planned gifts not counted in that total. The University will easily surpass in FY 1990 its goal of $9,844,000.

Table 1 gives the total gifts to Pittsburg State University for the past ten years by gift types. The three types are current, endowment, and capital gifts. It should be noted that current funds provide support for student scholarships, faculty research and professional development, equipment, and other educational needs that can only be met through private funds.

The Current Fund continued to post an impressive amount in FY 1989 when the funds secured by the Office of Development and the Office of Research are combined. This is the second year that the Office of Research funds have been included in the University totals reported to the Council For Aid To Education. For development purposes, however, the Office of Development Annual Fund totals are the ones used to measure this important source of University support. Endowment reserves include both permanent and

quasi-endowment accounts. The amount added to the endowment fund in FY 1989 continues to be a strong component of the development achievements. Funds for capital purposes supported primarily the stadium renovation project. In-kind gifts have largely gone to the School of Technology and Applied Science. It would be difficult to imagine how the faculty in this school could offer its programs without having developed this substantial equipment support. This is particularly true of the Department of Printing.

TABLE 1
TOTAL PRIVATE FUNDS RECEIVED

Fiscal Year	Total Gifts	Current	Current Research	Endowment	Capital Purpose	In-Kind
1980	411,315	241,647		147,207		22,461
1981	603,675	165,112		347,274		91,289
1982	1,106,388	181,338		767,969		157,081
1983	495,316	266,512		178,885		49,919
1984	889,421	311,904		121,002		456,515
1985	1,329,986	344,664		501,133		484,189
1986	1,360,730	496,345		287,308	81,162	495,915
1987	2,067,069	399,643		1,040,090	60,002	567,334
1988	2,002,536	495,567	171,628	800,191	65,001	470,149
1989	2,495,876	493,989	128,472	1,339,846	220,602	312,967

Of the $2,495,876 total in private University funding, $128,472 was received through the Office of Research. Table 2 records the sources and amounts for these private funds which came to the University to support instruction and

research. This is the second year that the Office of Development has reported these funds secured from private sources to the Council For Aid To Education. Appendix 7 provides a complete report on Office of Research Proposals and Awards. The Office of Research receives contract and grant funding primarily from government agencies although some support comes from the private sector. With the appointment of a new Graduate Dean, this funding will undoubtedly increase in FY 1990.

TABLE 2
OFFICE OF RESEARCH PRIVATE SUPPORT FOR FY 1989

Organization	Date Of Application	Date Of Grant	Amount Of Grant
Corporations/Business			
Coopers Animal Health	3/89	3/89	$ 12,000.00
Kansas Health	9/88	11/88	1,917.00
Kansas Electric	3/89	4/89	13,000.00
General Motors	5/89	6/89	93,260.00
Total FY 1989			$120,177.00
Foundations			
Society of Manufacturing Engineers Foundation	1/89	6/89	$ 8,295.00
Total FY 1989			$128,472.00

Table 3 gives the sources of the $2,367,404 in private funds secured by the Office of Development with comparative data for Fiscal Years 1988 and 1989 according to categories established by CFAE. Sizable increases were registered in gifts from individuals that included alumni

TABLE 3
SOURCE OF PRIVATE FUNDS

Source	Total Funds Received 1988	1989
Alumni	$ 765,734	$1,216,238
Parents	350	350
Others	291,716	574,219
Foundations	72,002	30,432
Corporations/Business	757,738	470,969
Corporations/Business Matching	68,446	52,311
Religions Organizations	125	100
Other Organizations	46,425	22,785
Total	$2,002,536	$2,367,404

and others which offset the declines in support from Foundations, Corporations and Business, and Other Organizations.

An analysis of the sources of Pittsburg State University funds will enable us to make comparisons in these categories with other regional comprehensive universities institutions reporting to CFAE. The following appraisal of the sources of the University's private support conforms to the same categories listed in Table 3.

Alumni. All donors to the University are important in securing maximum private funding. Alumni donors form the nucleus of all University private support. The weekly reports identify all donors individually with the amount of their gifts. The Office of Development needs to do a better job in classifying and tracking these donors. A large percentage of the total dollars secured from private sources comes from donors who give $100 or more. These individuals

have demonstrated their interest and commitment. The University has a rich resource in these friends.

Table 4 records information about the number of alumni of record, those solicited, the number who responded, and the solicitation effectiveness expressed in the percentage of donors who responded. Through FY 1988, national comparisons are possible. Beginning with FY 1988, the alumni of record figure was defined in counsel with CFAE as the alumni who can be reached. The 31,594 alumni who have

TABLE 4
ALUMNI DONORS

Year	Alumni Record	Alumni Solicited	Alumni Donors	Effectiveness PSU	Others
1985	35,865	28,697	3,547	12.36	12.20
1986	37,065	29,847	3,630	12.16	12.40
1987	38,365	28,810	3,843	13.34	13.60
1988	33,601	25,343	3,134	12.37	15.60
1989	31,594	28,248	3,058	10.83	

received degrees from Pittsburg State University or attended the University do not include deceased and lost individuals as well as those who do not have United States postal addresses.

According to some estimates, there are about 3,400 deceased alumni plus about 4,000 vocational technical graduates. The Office of Development needs to devise a method of tracking alumni donors who only attended the

University but have never received a degree. The alumni of record figure has varied considerably in the years that this comparative study has been made. It would appear that the data listed in column one are not reliable. Until considerable research can be accomplished to determine the total number of alumni, those who are deceased, those who are lost, those living permanently outside the United States, and the vocational graduates, the Office of Development cannot properly analyze these figures.

Using the data available during the past years, we discovered that for FY 1985, Pitt State exceeded the national average of 12.20% of alumni givers compared to alumni solicited for public comprehensive colleges and universities with 3,547 alumni donors and a solicitation effectiveness of 12.36%. For FY 1986, the solicitation effectiveness declined to 12.16% compared to 12.40% for all public comprehensive institutions. In FY 1987, the percentage of solicitation effectiveness of 13.34% still remained below the national average of 13.60% for public comprehensive institutions. In FY 1988, the Pittsburg State solicitation effectiveness dropped sharply to 12.37% compared to a rather marked increase in public comprehensive institutions to 15.60%. In FY 1989, the University's solicitation effectiveness declined still further to 10.83%.

Figuring the solicitation effectiveness during the Fiscal Years, 1985, 1986, and 1987 may not be accurate for the totals used for alumni donors during those years may

include other donors than alumni. That would lower the percentage more in keeping with the past two years. For FY 1988, alumni donors declined sharply from the high of 3,843 in FY 1987 to 3134. The latter may be a more accurate figure than those for 1985, 1986, and 1987. Consequently, the 3,058 donors in FY 1989 may indeed reflect actual circumstances.

Clearly, Pittsburg State University has not effectively solved the problem of increasing the percentage of its alumni donor support. Alumni giving is one of the few untapped potential sources for Pitt State. To realize more significant results, the Office of Development has appointed a Director of Annual Giving who will consolidate current annual fund initiatives and add new programs to increase alumni support. Another approach to strengthen annual giving will be through a new membership program instituted by the Office of Alumni Relations. A director of Alumni Memberships has been appointed to expand the University's marketing effort in securing more members for PSU's Alumni Association. Some progress has been made toward helping students (seniors) to understand what their responsibilities are in supporting the University after their graduation. The Student Alumni Association is at its strongest level at present.

Parents. Pittsburg State University does not have an active parent's program. The University does sponsor a Family Day in the autumn in conjunction with a home football

game. The Office of Development needs to identify the second and third-generation students where possible and plan special strategies in approaching them. Families committed to the University over several generations make strong supporters.

Others. The University is extremely fortunate to have a good base of support from non-alumni individuals. Table 3 reveals that this group gave $574,219 to the University in FY 1989 which was 23.01 percent of the total funds received. These individuals gave $80,770 for current operations, $109,116 for endowments, and $28,455 gifts in-kind for a total of $218,341. In addition, five non-alumni individuals made bequests totaling $355,878.

Foundations. Pittsburg State University has not attracted significant Foundation support. There are perhaps two or three reasons for this. As has been demonstrated in previous reports, Foundation resources in Kansas are minimal. They are practically non-existent in southeast Kansas. Competing with research universities and private institutions for national foundation dollars is extremely difficult.

Increasingly, Pittsburg State University must enter this competition for Foundation support. Some of the new Institutes and Centers may launch innovative programs that will attract Foundation support. The research into Foundation giving patterns, the identification of potential University projects, and the preparation of proposals

require the skills of a professionally qualified Director of Foundation Grants. PSU's program has not grown to the extent to warrant such an investment.

The University, through the Office of Development, has received $217,654 from Foundations since 1980. Of that total, $176,259 or 80.98 percent has been received in the last five fiscal years as well as eight of the ten largest gifts. Moreover, it should be noted that Foundation gifts

TABLE 5
FOUNDATION GIFTS

Fiscal Year	Amounts	$ 5,000 and Above Gifts
1980	$ 8,200	1
1981	11,450	1
1982	4,500	0
1983	9,895	0
1984	7,350	0
1985	32,475	2
1986	18,250	1
1987	22,575	1
1988	72,002	3
1989	30,432	1
	$217,654	10

of $5,000 or more are recorded in the Foundation Grants Index which gives visibility to colleges and universities that attract such support. Foundation grants are in a certain sense an index of quality when measuring universities. It is for this reason, among others, that Pittsburg State University should expand its efforts to attract more Foundation dollars.

Corporations and Businesses. Pittsburg State University continues to build on a growing relationship with

business and industry to foster an important connection for the welfare of the University's faculty and students. Opportunities for faculty experience through consulting and research creates a favorable tie to the work place. Moreover, the teaching of special courses in the corporate setting is another link to the world of business. Student internships and job placement in productive business careers adds to the inseparable ties that must exist between a university and the economic institutions that make the fabric of modern society.

Pittsburg State University has developed the components of a successful corporate relations program. This includes extensive use of the advice of business and industry leaders on University advisory committees. The involvement of the faculty in various corporate settings makes the interchange flow both ways. The leadership of the University in economic development efforts in Pittsburg and the region contributes a significant factor. Through the leadership of President Donald W. Wilson in Pittsburg NOW, the establishment of the Institute of Economic Development, and the development of the Center for Technology Transfer in the School of Technology and Applied Science, the University has strengthened important links to the business community.

Support for PSU from business and industry comes through matching gift programs, direct grants to the University of both a restricted and unrestricted nature, and in-kind gifts.

The Matching Gift Program forms a vital component of the University's development program. The Council for Advancement and Support of Education (CASE) serves as the national clearinghouse for corporate matching gift information. Each year CASE publishes an extensive report giving information about matching gifts. The Office of Development makes good use of this information, especially in the phonothon conducted in February. Table 6 gives a comparison of matching gift support for the past six years.

TABLE 6
A SIX-YEAR COMPARISON OF MATCHING GIFT SUPPORT

	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989
Number of Gifts		320	444	410	396	348
Number of Companies	97	97	116	131	118	112
Dollars	$48,923	$55,609	$67,776	$82,230	$68,446	$52,311

For FY 1989, 112 companies matched 348 gifts for a total of $52,311. This constituted the fewest number of companies in the past four years. The matched gift funds received in FY 1989 were the lowest in the last five years. The average matched gift for FY 1989 was $150.31. It will be interesting to see if this result for Pittsburg State University follows the national pattern. FY 1988 matched gifts of $68,446 declined almost $14,000 from the $82,230 for FY 1987. The 118 matching gift companies that supported the University in FY 1988 also dropped from the 131 in FY

1987. The 444 matched gifts in FY 1986 made that the peak year for the largest number of matched gifts.

The 155 comprehensive public institutions reporting to CFAE in FY 1988 averaged $27,682 each in matching gift support. The average matched gift was $161. Pittsburg State secured more than twice as much in matching gift funds as the average public comprehensive institution in FY 1988. The average matched gift for Pittsburg State University in FY 1988 amounted to $172.84. Because many companies match gifts at a ratio of two or three dollars for every employee dollar, the average match is estimated to be about one third more than the employee's gift. Pittsburg State University does very well in securing matching gifts. The Office of Development, however, needs to monitor this program to make certain that qualifying donors know that their gifts can be matched. Matching gift companies making a contribution to the University are listed in Appendix 5.

In FY 1988, 225 companies gave $219,541 in cash for current operations and endowment funds. In addition, the Office of Research generated $132,583 in private support for current operations for a total of $352,124. The results for the fiscal year just completed indicate a larger number of companies that made gifts but a decline in gift income. In FY 1989 the University received $188,677 in cash gifts for current operations and endowment funds from 256 companies. The Office of Research generated another $120,177 for current operational support which resulted in

cash business support of $308,854 excluding matched gift income.

The primary base for this business support comes from Pittsburg through the autumn community campaign and the spring athletic scholarship drive. Other major business support comes from Phillips Petroleum Corporation. All in all, the local community campaign appears to be effective in its organizational approach of uniting community friends and University personnel in a joint fund-raising effort for Pittsburg State.

This particular area of PSU's development program can be expanded even more. Contacts with larger companies in southeast Kansas and elsewhere will return increasing financial assistance. Expansion of contacts and emphasis on larger gifts from regular contributors will produce more support from the business community in the years ahead. The addition of fund raising for KRPS-FM will attract additional business commitments. Appendix 6 lists companies contributing cash and in-kind gifts to the University.

The third area of business support to Pittsburg State University is through in-kind gifts. Companies and individuals gave in-kind gifts to Pittsburg State University valued at $577,077 in FY 1986, $627,336 in FY 1987, and $535,150 in FY 1988. They included such valuable acquisitions as robots, printing presses, and land for a nature education center and for the public radio station tower site. According to the FY 1988 report, Voluntary

Support Of Education, 1987-1988, public comprehensive universities reported in-kind gifts totaling $31,652,000 for an average of $204,206.45 for each institution. Over-all, gifts of company products and surplus property and equipment, down from FY 1987 levels, totaled $286.7 million constituting 18 percent of the total corporate support for American higher education.

In FY 1989, 72 companies and individuals gave in-kind gifts valued at $312,966.19. Such gifts included a robot, books for the library, paintings, automobiles for the automotive technology program, and various pieces of equipment. Companies and individuals that supported the University through in-kind gifts are listed in Appendix 6.

In summary, the total cash and in-kind contributions Pittsburg State University received from corporations and businesses for FY 1989, including Office of Research grants, amounted to $643,457 compared to $826,184 for FY 1988. For FY 1988, this amounted to 41.26 percent of the total funds received; for FY 1989, total business support amounted to 25.78 percent of total funds received. As reported in Voluntary Support Of Education, 1987-1988, corporate grants for all institutions constituted almost 23 percent of the total support received by all participants which was up slightly from 21 percent in FY 1987. This source of development funds will be a continuing anchor for private support for the University.

Religious Organizations. Pittsburg State University does not actively seek gifts from religious organizations but does receive minor gifts from time to time from this source.

Other Organizations. In this category, the University receives occasional cash gifts from various professional groups, usually for a current scholarship fund. See Appendix 4 for the list.

Planned Gifts. The Office of Development added a new position, the Director of Planned Giving, at the beginning of FY 1987. The Director resigned shortly after the end of FY 1988. During the two years, several achievements included the following.

> Identification of all past bequests to the University in order to have a complete record of these special gifts.
>
> Identification of the University alumni who graduated before 1950, selected other alumni who graduated later than 1950, and friends of the University who may identify with this program in some way as the target group for marketing the planned giving program.
>
> Development of a set of guidelines to be used in the various types of planned giving.
>
> Initial marketing efforts through the regular distribution of special literature describing the University's programs to the target groups.
>
> Solicitation efforts in the first year resulted in several different types of planned gifts including a unitrust, a life insurance gift, and new bequest expectancies. Unfortunately, the actual field work in the program did not progress as rapidly as anticipated in the second year.

The planned giving marketing effort began in 1987 with the purchase of quarterly direct mailings. These mailings

continued until January 1989. The responses provide a valuable pool of individuals interested in making a possible planned gift to the University.

Table 7 provides a six-year comparison of the record of bequests received. The full record is in Appendix 8. The University received its first bequest in 1957. From 1957 to 1972, the University received $89,217 from 12 persons. The first large estate was from Dorothy M. McPherson for $463,439 in 1973. Through FY 1979, the University had realized a total of $603,898 from 23 persons. Beginning with FY 1980, the University has received more substantial amounts from planned giving. During the past 10 years, the University has received $1,746,650 from 31 bequests. Of that amount, $1,194,116 (68%) has been received in the last 5 years.

TABLE 7
A TEN-YEAR COMPARISON OF BEQUESTS

Fiscal Year	Amount
1980	$211,000
1981	78,000
1982	106,737
1983	75,097
1984	81,700
1985	8,600
1986	106,500
1987	206,400
1988	389,191
1989	483,425
Total	$1,746,650

A significant research effort in the form of a "wills survey" was completed in FY 1988. The response to the

questionnaire, sent to approximately 3,800 alumni, provided valuable information about bequests and trust benefits destined for the University. Sixteen respondents indicated that they had included Pittsburg State University in their wills. Of these sixteen, five were "discoveries" and eleven were confirmations. Those who responded as "discoveries" estimated a total of a quarter of a million dollars in bequest expectancies for the University. Those people need special attention, and a program needs to be designed to continue systematic contact with all persons identified as donors through estate planning.

The gift of life insurance seems to be a promising area for this program. More needs to be done to market this particular form of giving to the University.

Local attorneys and CPA's received packets of materials designed to make the University's planned giving program more visible to these potentially helpful professionals. The packet included a planned giving booklet which provides an overview of the program.

The Director of Planned Giving position became vacant in August, 1988, too late to be filled for the current year. The Vice-President for Development operated the planned giving program through a staff committee in FY 1989. The Vice-President will continue to operate the program at least through FY 1990.

Two regular quarterly mailings and a special mailing in FY 1989 resulted in several significant responses for major

gift planning. Working with the Charitable Planning Corporation, the Office of Development has offered a wealth replacement program that will help some donors make larger charitable gifts and still keep a large portion of their estate intact for their heirs. Several field contacts made in FY 1989 resulted in favorable commitments to the University through estate planning.

The Office of Development also established a pooled Income Fund securing a major gift to inaugurate the effort. The Pocled Income Fund offers some donors an option in providing for their heirs and ultimately benefiting the University. Eventually, a substantial Pooled Income Fund can help support the planned giving program.

THE ANNUAL FUND

The Pittsburg State University Annual Fund has become an established part of the development program. The University depends on the Fund to finance on-going educational needs including current scholarships which constitute one of its most important contributions. The following comparative report shows the record of the Annual Fund for the past eleven years.

TABLE 8
ANNUAL FUND RECEIPTS

Year	Foundation Funds	Dollar Increase	Percent Increase (Decrease)	Research Funds	Dollar Total (Decrease)
1978	67,000				67,000
1979	90,000	23,000	34		90,000
1980	111,000	21,000	23		111,000
1981	152,000	41,000	37		152,000
1982	181,000	29,000	19		181,000
1983	264,000	83,000	46		264,000
1984	315,000	51,000	19		315,000
1985	402,130	87,130	28		402,130
1986	496,345	94,215	23		496,345
1987	399,643	(96,702)	(24)		399,643
1988	495,567	95,924	24	171,628	667,195
1989	493,989	(1,578)	(1)	128,472	622,461

The Annual Fund total of $493,989 continued a plateau established in 1986. The Fund totaled $399,643 for Fiscal Year 1987 compared with $496,345 for FY 1986. The Annual Fund total for FY 1988 included $147,085 in unrestricted support, $226,813 restricted, and $121,669 restricted to athletics. Of the $493,989 Annual Fund receipts for FY 1989, $158,561 was unrestricted, $181,452 restricted,

$117,153 restricted to athletics, and $36,823 restricted to KRPS FM 90. For FY 1987, $159,154 was unrestricted compared to $136,633 for FY 1986 and $144,360 for FY 1985.

The need exists to increase the unrestricted funds to continue to support more strongly such University needs as faculty development, research support, and capital needs including equipment and property acquisitions. Moreover, the costs associated with the development program are partially funded through unrestricted dollars.

The University Fund--The Community Drive. The joining of the town and gown for development is an integral part of the University portion of the Annual Fund. It consists of two parts, a local solicitation of businesses and individuals, and the University faculty-staff campaign. The local Community Drive took place on the special campaign days of November 2 and 3, 1988. About fifty teams of two members each, one from the community and one from the University, made more than 400 calls. The Chairman for the Drive, Mr. Wendell Wilkinson, wrote the customary "door-opener" letter telling of the Campaign. An attractive brochure also highlighted University needs. At the breakfast hosted on November 2, team members could ask questions and secure instructions. The University Fund's Community Drive and the Athletic Fund Drive each contacts all potential donors.

The following comparative report for Fiscal Years 1984 through 1989, gives the number of individual and business

donors from the local area who gave less than $100 and more than $100, with the dollar totals. These figures are for all local giving through the Annual Fund to the University and not just the Community Drive, although that effort is the largest part of it. The towns used in identifying these donors are Arma, Columbus, Frontenac, Girard, Pittsburg, and Weir in Crawford and Cherokee Counties.

The total dollars from local business and individual contributors increased for FY 1989. The total dollars given to the University from individuals increased from $369,851 in FY 1988 to $844,356 in FY 1989. The dollars contributed by businesses in the local area increased from $133,139 in FY 198 to $155,668 in FY 1989. The number of individual donors increased from 837 in FY 1988 to 946 in FY 1989, still below the high of 1,000 in FY 1987. The number of business donors increased to 198 in FY 1989 compared to 165 in FY 1988. The number of $100 and above donors stood at 275 in FY 1989 compared to 282 in FY 1988. The difficulty with these comparative figures is that some larger one-time gifts distort the totals. Those donors who gave gifts less than $100 increased to 671 in FY 1989 compared to 555 in FY 1988. It is clear that the University has identified a considerable number of donors in the local area; these donors need special consideration in the coming year. The Office of Development needs to establish plans to track each donor more carefully according to determined criteria and make contacts other than at campaign time.

TABLE 9
CATEGORIES OF INDIVIDUAL DONORS AND AMOUNTS GIVEN

	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
General Individuals FY 1984	418	118	536	$9,511	70,836	80,347
General Individuals FY 1985	425	145	569	10,167	67,453	77,620
General Individuals FY 1986	479	142	621	11,365	91,550	102,915
General Individuals FY 1987	577	423	1,000	12,907	83,580	96,487
General Individuals FY 1988	555	282	837	16,482	353,295	369,851
General Individuals FY 1989	671	275	946	23,196	821,160	844,356

	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
General Business FY 1984	1	35	36	$ 25	17,708	17,733
General Business FY 1985	28	46	74	957	16,674	17,631
General Business FY 1986	55	82	137	2,145	39,479	41,624
General Business FY 1987	53	97	150	2,077	40,584	42,661
General Business FY 1988	62	103	165	3,413	132,639	133,139
General Business 1989	64	134	198	4,157	151,511	155,668

Another important segment of local giving is the Faculty/Staff Drive as a part of the local Community Campaign. The Faculty/Staff Drive was planned by a committee chaired by Chris Fogliasso of the School of Business. A letter was sent to each faculty and staff member requesting their support. Individuals contacted persons in each department to encourage them to make a gift to their University. Faculty/Staff donors remained somewhat constant with 241 in FY 1986, 246 in FY 1987, 265 in FY 1988, and 255 in FY 1989. Faculty/Staff giving remained about the same in FY 1989. The 255 faculty/staff donors gave $65,300 in FY 1989 compared to $69,363 in FY 1988. In FY 1987, 246 donors gave $38,636 and in FY 1986, 241 donors gave $43,732. This positive Faculty/Staff participation in the University's development program bodes well for the future.

The Direct Mail Campaign. Table 10 gives the number of donors and dollars received from direct mail efforts for FY 1982 through FY 1989. The first three years (FY 1982, FY 1983, and FY 1984) give the results of a very limited direct mail effort. Each year one general mailing was sent to all of the alumni in January. During FY 1985, the first year of the expanded development efforts in the Office of Development, two direct mailings were made along with six special appeals to specific target groups. A total of 50,575 letters secured 1,333 contributions totaling

$674,873. The record for FY 1985 reveals that the number of donors and the total gifts had increased three times.

TABLE 10
DIRECT MAIL DONORS AND FUNDS RAISED

Year	Donors	Dollars
1982	433	$ 20,530
1983	668	28,997
1984	415	21,352
1985	1,333	64,873
1986	1,044	76,117
1987	985	111,414
1988	836	54,908
1989	1,060	50,414

Included in the FY 1985 direct mail figures were the contributions received from the PSU Faculty/Staff Campaign. Contacts with the faculty and staff were made by direct mail and resulted in 111 contributors giving $8,131. The Faculty/Staff Campaign for FY 1986 was conducted when possible on a personal contact basis as well as by direct mail. This removed significant donor/dollar figures from the direct mail report after FY 1985.

The comparative record for FY 1988 and FY 1989 for the Direct Mail effort is detailed in Table 11. The three

TABLE 11
DIRECT MAIL COMPARATIVE DATA FOR FY 1988 AND FY 1989

CATEGORY	LETTERS MAILED 1988	LETTERS MAILED 1989	NO. OF GIFTS 1988	NO. OF GIFTS 1989	$ RECEIVED 1988	$ RECEIVED 1989
DIRECT MAIL #1	28,810	30,032	385	636	$26,279	$30,315
DIRECT MAIL #2	28,259	28,042	386	300	25,834	16,015
DIRECT MAIL #3	25,000	26,432	65	124	2,795	4,084
TOTALS	82,069	84,506	836	1,060	$54,908	$50,414

regular direct mailings for FY 1989 totaled a little over 2,000 more compared with the total for the previous year. The number of donors increased by 75 but the total dollars decreased a little over $4,000. The record for FY 1989 continued a decrease in the average gift size received. In 1986, the average gift was $72.90, in 1987 it was $113.11; in 1988 it fell to a three year low of $66.40. In FY 1989, the average size of gift from the direct mail effort declined further to $47.56. The number of gifts received from the three mailings decreased from 985 in FY 1987 to 836 in FY 1988 but increased nicely in FY 1989 to 1,060.

The response-rate decline was reversed in FY 1989. In 1986, 74,395 letters were mailed with a 1.41 percent response rate, whereas in 1987, 78,790 letters mailed brought a 1.25 percent response rate. In 1988, 82,069 letters were mailed with a response rate of 1.01 percent. The response rate reached the FY 1987 level in FY 1989 at 1.25 percent.

The Phonothon. The Eleventh Annual Pittsburg State University Phonothon received pledges of $164,971 in FY 1989 compared to $164,025 in FY 1988. Table 12 gives the record of the pledges received in the annual phonothons for each of the eleven years. The slight percentage increase in pledges for FY 1989 demonstrates once again that the phonothon is vital to the Annual Fund Campaign. More than 200 volunteers made telephone calls to almost 5,000 alumni. The full report of the phonothon appears in Appendix 9.

TABLE 12
PHONOTHON TOTALS FROM 1979 TO 1989

Fiscal Year	Amount Pledged	Percent Increase
1979	$ 26,085	
1980	39,341	50.82
1981	51,768	31.59
1982	63,303	22.28
1983	83,321	31.62
1984	109,955	31.97
1985	119,257	08.46
1986	134,571	12.84
1987	158,137	17.51
1988	164,025	03.72
1989	164,971	.55
Total	$1,114,734	

The 1989 Phonothon consisted of 16 night sessions and four Sunday afternoon sessions in Pittsburg. In addition, mini phonothons were held in Kansas City and Wichita, Kansas, Bartlesville and Tulsa, Oklahoma, and Dallas and Ft. Worth, Texas. Ralf Thomas and Ken Bateman conducted the phonothons attending to the myriad of details required to assemble the cards to be used by the callers, secure the volunteers, schedule and orient the workers, and process all of the paper work connected with the effort. A task of considerable magnitude and complexity, their experience and expertise have been crucial to the increasing success of the Annual Phonothon.

The Athletic Fund. For the fourth year, the Athletic Fund Campaign was conducted under the direction of the Vice President for Development with the active assistance of the Athletic Department. The cooperative arrangement worked

well once again and will provide a base for building an even more successful future effort.

Athletic fund raising at Pittsburg State University has several major components including the University-wide annual drive, the Athletic Fund Scholarship Drive, lettermen's contributions, booster club activities, and contributions to endowment funds.

During the University-wide Annual Fund Campaign donors may not designate their contributions for athletics as in former years. The Athletic Fund Scholarship Drive occurs in late spring. Lettermen's contributions can be made at any time, but the major effort with these supporters is made through a phonothon in the spring and a golf tournament in early summer. Beginning in 1988, the PSU Athletic Association replaced the various booster clubs. This group does not engage directly in athletic fund-raising. All donors to the Athletic Fund automatically become a member of the Athletic Association and may participate in the weekly meetings and receive other benefits. Contributions to endowment funds are secured by personal solicitation throughout the year.

The Athletic Fund is an increasing necessary portion of the total operating budget of the Athletic Department at Pittsburg State University. Intercollegiate athletics play a meaningful role in Pitt State traditions. Oversight of the Athletic Fund Scholarship Drive was through a committee

chaired by Bill Wachter, who served as community chairman of the Drive.

Table 13 provides a comparison of the Athletic Fund totals for the past five fiscal years. It should be noted

TABLE 13
ATHLETIC FUND COMPARATIVE DATA

	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989
Athletics General	$32,120	$45,446	$46,199	$ 61,485	$ 75,065
Basketball	2,130	355	3,488	17,758	825
Football	8,380	14,803	8,540	10,089	34,941
Track	3,275	1,475	1,702	3,683	383
Women's Athletics	2,132	3,366	1,477	11,920	732
Golf			860	20	25
Other				16,714	0
Totals	$48,037	$65,445	$62,266	$121,669	$111,971

that for the second year, the Athletic Fund topped $100,000 although it declined almost $10,000 from $121,669 in FY 1988 to $111,971 in 1989. Actually, the Athletic Fund realized an increase when the transfer of basketball funds in FY 1988 from the Basketball Booster Club is taken into account. It should be remembered that during this time of significant increases, large amounts have also been generated for athletics through the Campaign For Distinction.

The major difference in the totals of the Athletic Fund is the significant increase in the Football Scholarship Fund. In FY 1989, that fund generated $34,941. This may represent a continuation of giving after pledges have been paid on the capital campaign. The Basketball Scholarship Fund has also shown some fluctuation. The large increase in FY 1988 resulted from funds deposited in the Foundation from the booster club account when it was dissolved. Strategies need to be devised to increase the Basketball Scholarship Fund and to make a stronger showing in the Women's Athletic Fund as well as those for Golf and Track.

The athletic endowment funds realized another increase amounting to 9.1 percent in FY 1989. Table 14 reveals the additions made to the athletic endowment funds. The current totals are given alphabetically according to the name of the endowed scholarship fund. New funds are indicated with an asterisk and additions to existing funds made during the fiscal year are noted.

The Campaign For Distinction has the goal of adding $600,000 to Athletic Endowment Funds. Plans are underway to devise strategies to build the permanent fund. Special commendation goes to Wayne Allai, long-time supporter of the Pittsburg State University athletic program, who has taken a special interest in the endowment portion of the Campaign For Distinction. He developed a program called Endowment For Excellence In Athletics and sold it to a number of major

donors to the fund. It caught the imagination of a number of enthusiastic football fans and University boosters.

TABLE 14
ATHLETIC ENDOWMENT FUNDS

	1988 July 1	FY 1989 Additions	1989 June 30
Wayne Allai	$10,069		$10,069
Ray/Carolyn Barto		1,700	1,700*
Dale's Sport	12,364	5,000	17,364
Emory Bezinque	826		826
George Brenner	2,152		2,152
Ted Carnino	27		27
Fred Clemens	147		147
Homer/Evelyn Cole		1,700	1,700*
William L. Dillon		4,800	4,800*
David Fowler		2,500	2,500*
Prentice/Greta Gudgen	200		200
William/Avys Hagman	5,000		5,000
John Lance	29,921	900	29,921
Mike/Shirley Loy		1,700	1,700*
Brad/Gail Mattivi	1,700	1,700	3,400
Joe Murphy	11,052	(216)	10,836
Roy/Zella Norris	1,100	700	1,800
Yvonne Robertson	5,000		5,000
August/Helen Rua	10,100		10,100
Ernie Schmidt	2,625		2,650
Carnie/Cora Smith	82,380	600	82,980
Fred Spigarelli		2,500	2,500*
Sunflower Scholarship	27,388		27,388
Laurence/Rozella Swisher	11,128		11,128
Robert Terlip	1,666	1,667	3,333
J. B. Towner	5,000		5,000
David Utermoehlen	1,700	1,000	2,700
Mack/Vera Vinze	5,000		5,000
Garfield Weede	11,570		11,570
Wilkinson BB	17,696		17,696
Joe Winchester	612		612
Totals	$255,523	$26,276	$281,799

The Endowment For Excellence program is largely responsible for the increase in endowment funds for athletics. The $26,276 generated in FY 1989 increased the

athletic endowment fund totals to $281,799. It will easily surpass the $300,000 mark in FY 1990.

The Annual Fund with its University Fund and Athletic Fund components attracted strong support to Pittsburg State University for FY 1989. That support enabled the University to achieve important objectives in the academic and athletic programs.

CAMPAIGN FOR DISTINCTION

Pittsburg State University has completed three full years of the Campaign For Distinction. After University-wide discussion and the development of case statements for each area of the campaign, the University set a goal of $9,844,000. No specific time period was established to complete the campaign, although the University leaders felt that the goal could be attained in three or four years. At the end of three years, the campaign total stands at $6,471,259. Some four million dollars in planned gifts have not been included in the total. It is anticipated that the Campaign For Distinction will continue for one more year.

The results to date have met several important University needs. The chairman, O. Gene Bicknell, a Pitt State alumnus, has given the Campaign For Distinction the boost it needed to succeed. Pittsburg State University had never attempted a capital campaign in the 86 years of its existence. The Campaign has generated a new spirit in the University.

The Campaign's organization included committees that established guidelines and planned strategies for various campaign activities. The Campaign, launched in April, 1986, rested on University needs identified in the over-all Case

Statement and the statements for the various parts of the coordinated efforts.

Table 15 reveals that pledges and gifts totaling $6,471,259 have come to the University for the Campaign For Distinction. They are distributed as follows.

TABLE 15
CAMPAIGN FOR DISTINCTION FY 1989

Campaign Area	Pledges	Receipts	Total
University FM Radio	$ 2,196	$ 887,621	$ 889,817
University Music	8,230	178,040	186,270
Arts and Sciences	5,450	404,723	410,173
Business	3,345	1,197,204	1,200,549
Education	1,000	56,657	57,657
Technology	1,900	134,685	136,585
General Endowment	375	873,818	874,193
Capital Gifts		1,833,365	1,833,365
Athletics	183,827	698,823	882,650
TOTALS	$ 206,323	$6,264,936	$6,471,259

The greatest success in the campaign has been primarily in the areas of Music, the FM Radio Station, the College of Arts and Sciences, the School of Business, and the Athletic Stadium Renovation Project. All gifts to the University through the Foundation, other than gifts to the Annual Fund, are recorded in the Campaign For Distinction. These include In-Kind gifts which are noted separately as Capital Gifts. While no bequest expectancies are included in the Campaign total at this time, it is customary to do so. In fact, most Capital Campaigns generate anywhere from a third to a half of their total in planned gifts.

The University has identified at least four million dollars, conservatively estimated, in bequest expectancies

generated during the time of the Campaign For Distinction. Two estates will generate about $1 million each for endowment purposes. The Campaign For Distinction will continue at least through the summer of 1990.

The FM Radio Station constitutes a unique part of the Campaign in that a major federal grant of $422,000 was secured to construct the tower and provide the equipment for the station. The Pittsburg State University Foundation has supported the project fully. Without that support, it would have been impossible to construct a major public radio station at the University. The 100,000-watt station, affiliated with national public radio, reaches out 80 to 100 miles in the four states with the signal heard as far east as Springfield in Missouri, Fayetteville in Arkansas, almost to Tulsa in Oklahoma, and almost to Kansas City and beyond Fredonia in Kansas. The complete account of the establishment of KRPS-FM, which began broadcasting on April 29, 1988, was included in Development Achievements For FY 1988.

The stadium renovation project has progressed very well. Phases I and II of the stadium needs described in the Case Statement will be mostly completed during the coming fiscal year. Work was begun on the new seating, lights, and turf during FY 1988, and the planning was completed for the track and scoreboard also in FY 1988. In addition, a pledge was secured to fund the cost of a new stadium press box. Significant success in increasing the athletic scholarship

endowment fund in the Athletic Capital Campaign was also achieved in FY 1988. The Pittsburg State University Foundation has been responsible for undertaking the renovation project entirely with private funds secured through the Campaign For Distinction.

While the University retained the name of Brandenburg Field, the stadium was named for Carnie Smith, legendary football coach and athletic director at Pitt State in the 1950s and 1960s. The track was named for Prentice Gudgen, long-time coach and athletic director. Finally, the press box was named for August and Helen Rua. A full statement about the stadium renovation project appears in Appendix 10.

Other major results of the Campaign include a $1,000,000 endowed chair in the School of Business, scholarship endowment funds, and faculty development funds. The Campaign For Distinction has benefited the University in another tangible way. As planning began for a strengthened development program and a capital campaign, several new advisory councils were established and two existing ones were expanded. Increasingly, attention should be given to these advisory councils for the volunteers identified through membership in such groups will assist the University in numerous ways to secure resources. Advisory Council members for all but the departmental councils are listed in Appendix 13.

As the Campaign For Distinction focuses on other University needs, additional funds will be secured to

provide the necessary resources to continue to strengthen Pittsburg State University. It is particularly rewarding for those associated with the Pittsburg State University Foundation to see the impact that the Campaign has already had on the University.

The expenses for the Campaign are charged to the following Foundation accounts.

University FM Radio Station Campaign
1118215 KRPS-FM Campaign

University Music Campaign
1113026 Music Campaign

College of Arts and Sciences
1110109 Arts and Sciences Campaign

School of Business and Economics
1120115 Business Campaign
1120116 Kelce Phone/Mail

School of Education
1130114 Education Campaign

School of Technology and Applied Science
1140125 Technology Campaign

Intercollegiate Athletics
6251239 Athletic Capital Campaign

Campaign expenses are charged to these accounts as they are incurred. Income is distributed from general Campaign gifts according to the following procedure established at the beginning of the Campaign. All Campaign For Distinction expenses will be charged to these accounts. The signature authority for each account is the Vice-President for Development.

Income will be transferred to these accounts periodically from general Campaign gifts. Additional income

will be transferred by investing the principal of designated Campaign gifts in a 442 general fund account and use the earned income to meet the Capital Campaign expenses. Under this procedure, the principal will be placed in its intended permanent account quarterly and administered according to regular Foundation policies.

PITTSBURG STATE UNIVERSITY FOUNDATION

Pittsburg State University has been involved in private fund-raising for at least 38 years. In 1951, a group of far-sighted supporters of the institution created the Endowment Association patterned after a similar organization at the University of Kansas. The Endowment Association trustees did not engage in any regular structured fund-raising activities, but the group did provide a much needed service for the institution. They established a visible entity that, even by name alone, made it clear that private funding was intended to be a significant part of institutional support. The Endowment Association also identified particular individuals who, as Association members, publicly proclaimed their willingness to be involved in the private funding effort.

By 1970, a group of younger alumni captured a vision of developing current support for institutional needs. In order to achieve their objectives, this group organized the Alumni Foundation in 1970. In just a short time, the reality of a pleasing and functional Alumni Center made possible through the gift of Cecil and Eva C. Wilkinson served as an impetus to advance the efforts toward raising current funds. In 1978, Rex Crowley became a full-time volunteer Director of Development, and in 1979, Dr. Ralf

Thomas became a full-time Coordinator of Alumni Chapters. Through their efforts, the Annual Fund became a reality through a community campaign and an alumni phonothon.

By the early 1980s private support had become more structured and visible. The selection of a new President in 1983 provided the opportunity to make further progress in institutional development. President Donald W. Wilson created the Division of Development and Public Relations in 1984. With the appointment of Dr. Joseph G. Smoot as the new Vice-President for Development and Public Relations, Pittsburg State University finally had taken the first step in establishing a coordinated development program.

One of the earliest perceived needs at the University was to consolidate all fund raising under one organization. In 1985, the Alumni Foundation and the Endowment Association were united into the Pittsburg State University Foundation. Donald W. Widner became the first President and served the Foundation with true distinction. O. Gene Bicknell has served as Foundation president for the FY 1989 year. At the September 8, 1989, meeting of the new Board of Trustees for FY 1990, an action was taken to increase the number of trustees from 24 to not more than 36. The amended Bylaws are in Appendix 12. Trustees of the Pittsburg State University Foundation are listed in Appendix 11.

As the trustees of the newly merged Pittsburg State University Foundation began their work in 1985, they immediately recognized the need to select an investment

manager. After studying several proposals, the Foundation trustees selected the United Missouri Bank of Kansas City to manage the Foundation investment funds. Table 16 reveals the progress that has been made in adding new funds and managing these funds more effectively.

At the end of FY 1984 the investment portfolio totaled $2,162,914. When the two organizations were merged into the Pittsburg State University Foundation, the assets stood at

TABLE 16
PITTSBURG STATE UNIVERSITY FOUNDATION INVESTMENT FUNDS
AT MARKET VALUES, 1984-1989

	Consolidated Fund	Pool	Timmons Trust	Spiva Trust	Curtman Fund	Bicknell Fund	Totals
FY1984	$2,013,014			$131,529	$18,371		$2,162,914
FY1985	$2,587,413		$253,069	$159,977	$22,798		$3,023,257
FY1986	$2,697,257		$312,431	$226,409	$28,762		$3,264,859
FY1987	$3,657,871		$396,644	$256,283	$38,829		$4,349,627
FY1988	$4,475,287		$344,966	$241,567	$36,701	$ 690,242	$5,788,763
FY1989	$5,219,196	$133,506	$371,126	$272,472	$38,289	$1,083,642	$7,118,231

$3,023,257. Rapid growth has enabled the Foundation to present a portfolio valued at market rates on June 30, 1989 at $7,118,231, compared to $5,854,853 on June 30, 1988.

The Pittsburg State University Foundation investment funds will become a part of the FY 1989 NACUBO Endowment Study. For many years, the National Association of College and University Business Officers have compared the performance of member investment pools. For the first time, the Foundation will be able to measure its investment

success in terms of a truly comparative study. The FY 1988 NACUBO study included 315 institutions of higher learning. In that study, the size of the Pittsburg State University Foundation assets would have ranked the University 303rd just ahead of the University of South Carolina. Many colleges and universities on the list are private institutions that depend heavily on endowment funds for their operations and have been securing them for many years. It should be noted that the endowment funds of the public institutions can have a greater impact in many cases because they supplement legislative contributions.

In a comparative study with the 155 comprehensive colleges and universities reporting to the Council On Aid To Education for FY 1988 (Tables 5, 6, 7, 8 in Appendix 2), the Pittsburg State University Foundation ranked 29th (top 18.70%) in total size and 16th (top 10.32%) in terms of dollars of investment funds for each enrolled student. Even allowing some difference in the figures reported to the Council ($5,178,341 for FY 1988) from those supplied by the United Missouri Bank, the Pittsburg State University Foundation ranks high among the 155 peer institutions

The continued building of the Pittsburg State University Foundation through the Campaign For Distinction and a strong planned giving program should have top priority because this will be the means to enable Pittsburg State to fulfill its mission as a regional comprehensive university of distinction.

DEVELOPMENT PLANS AT PITTSBURG STATE UNIVERSITY

FOR FISCAL YEAR 1990

GENERAL

1. Adhere to the Annual Development Calendars in Appendix 1 in planning development programs.

2. Continue to challenge the Pittsburg State University Foundation Trustees to a sustained role in fund-raising for the University. This includes involvement in the various development programs, public leadership in various efforts, effective management of the endowment funds, and increase the number of trustees serving on the Board. The Foundation will publish four quarterly newsletters that will give the annual report and current information on development activities.

3. Revitalize and expand the efforts of the President's Club. A general review of the President's Club will be made in November, 1989.

4. Conduct the Annual Fund Campaign (University and Athletic Funds) as planned.

5. Proceed with the Campaign For Distinction with the anticipation of concluding the Campaign at the end of the 1990 fiscal year.

6. Continue to develop the planned giving program. A consultant will be invited to the campus in November to review the program to date. Plans include the continuation of the quarterly mailing and making field contacts.

7. Develop a Scholarship Program to identify scholarship donors and inform each donor of the name of the person chosen to receive the scholarship funded by the donor.

8. Emphasize the marketing program in the Office of Alumni Relations to increase membership in the Alumni Association.

THE ANNUAL FUND

University Fund--Community Drive

1. Conduct the faculty and staff part of the Community Drive during the first week November. A planning committee will be formed in September and a letter announcing the drive will go to each University employee. Personal solicitation will be made, as in the 1988-1989 campaign.

2. Hold the Community Drive in the Campaign for Pittsburg State University in Pittsburg, Frontenac, Arma and Girard on October 25-27, 1989. It will feature the following:

a. A Community Campaign Advisory Committee will be convened on September 28, 1989, to review the plans for the Campaign.

a. The local chairperson will write a cover letter about a week before October 25 to each owner or manager who will be solicited. The letter will identify the names of the two persons who will make the contact, stress the need, and urge their support on a continuing basis.

b. Newspaper, TV, and radio coverage will be utilized before and after the cover letter is received.

c. About 50 solicitors from the Community and 50 University people, working in teams of two, will be asked to make seven or eight calls on the Campaign days.

d. No Athletic Fund pledges will be received in this Campaign.

e. A kick-off breakfast will be held in the Overman Student Center on Wednesday, October 25, 1989.

University Fund--Direct Mail

1. The first direct-mail letter will be a report from the President to be mailed late in September. This letter does not go to faculty and staff.

2. Individuals who made pledges that are still not met will be treated in a special category with respect to the first letter. All unpaid pledges from the phonothon, faculty campaign, and community campaign should receive a reminder of their pledge in late September about the time the first direct mail letters are being sent. Pledges of $100 or more perhaps will be followed up by personal telephone calls rather than by letter. They will be scheduled to receive the President's letter within a specified period after receiving their pledge.

3. The final direct-mail letter should be reviewed as to its length and content. It is not producing as much response as anticipated or hoped. Its greatest value may lie in the continuing presentation of the University's needs in such a way that some new donors will eventually be identified.

4. We will conduct a general review of the direct mail solicitation program in the spring of 1990.

University Fund--Phonothon

1. Develop another postcard etching of a popular Pittsburg State University building with a message by President Donald Wilson to be sent to those regular phonothon contributors reminding them that they will be called again in 1990. Comments from alumni indicated that this was received well in the 1989 Phonothon.

2. Maintain the advance planning schedule of previous years which seems to be satisfactory.

3. Include in the autumn edition of The Pittsburg State University Magazine information about the plans for the 1990 Phonothon.

4. Continue last year's evening and Sunday afternoon schedule for Pittsburg. Since Sunday evening is one of the better times to call, consider the possibility of having two sessions during that time (6:00 p.m. to 8:00 p.m. and 8:10 p.m. to 10:00 p.m.). The latter time could be used to call our graduates on the west coast.

5. Continue the mini-phonothons in the current five cities of Bartlesville, Dallas-Fort Worth, Kansas City, Tulsa, and Wichita. In most instances they have shown a growth each year. A need exists to locate some new callers in some cities to augment the loyal corps of experienced workers.

6. Provide another incentive for graduates to increase their pledges. Those who increased their pledges by at least $25 in the 1989 Phonothon received an 8 by 10 etching of Russ Hall. Over 500 graduates increased their pledges by at least $25.

7. Write personalized letters again to those previous-year contributors from the phonothon who cannot be reached by telephone, soliciting their continued financial support of their alma mater.

Radio Station KRPS

1. Publish the bi-monthly listener magazine, Mosaic.

2. Publish the bi-monthly faculty-staff newsletter.

3. Conduct student membership campaigns.

4. Conduct on-air fundraisers in October, 1989 and April, 1990.

7. Develop underwriting strategies and implement them.

8. Pursue tower rental clients with the view of securing additional commitments.

Athletic Fund

1. Continue to utilize the Athletic Fund Committee to plan for over-all athletic fund-raising activities.

2. Continue to collect pledges made during the Athletic Fund Drive.

3. Conduct the lettermen's phonothon in the spring of 1990. A letter will be mailed by the general chairman about a week before the phonothon begins.

4. Conduct the Athletic Fund Scholarship Drive in early May, 1990.

5. Publish three issues of the Gorilla News.

6. Complete the Athletic Capital Campaign as a part of the Campaign For Distinction.

CAMPAIGN FOR DISTINCTION

1. University FM Radio Station

The start-up costs and operating deficits over a two year period amount to about $300,000. It appears that the operation of the station will be stabilized by the end of FY 1990. The major effort related to KRPS will be a major gift proposal for about $250,000 to care for the accumulated deficit financing to establish the station and operate it during the first two years. One of the benefits of the Campaign has been the establishment of the Friends of KRPS, a group that will give guidance to the overall development of the station.

2. University Department of Music

The Campaign for Distinction has emphasized the music programs at the University. The newsletter, Music Notes has enabled the Department of Music to establish closer relationships with alumni and friends. The Music Advisory Council has a broad-based community membership that will help the Department of Music to foster its programs. A new constituent group, the Friends of Timmons Chapel, will add to the prestige of the department. If possible, a Parents of Music Students group will be organized. The major project in the Campaign For Distinction is the pipe organ. A proposal has been prepared to secure a major gift to order the organ which will take four to five years to construct.

3. College of Arts and Sciences

In addition to the Department of Music, the Campaign For Distinction has concentrated on a few other departments. Efforts have been made to assist the Department of Biology to develop a major scholarship endowment fund. A large fund has been added to the Department of Chemistry for scholarships and faculty

development. Planned giving has created significant funds for scholarships in the Department of Nursing. The main efforts for the College of Arts and Sciences has been through the Planned Giving Program. Smaller scholarship amounts have been added to several departments including the Departments of Communication and English. It is anticipated that the scholarship program of the Office of Development will generate additional scholarship funds in FY 1990.

4. Gladys Kelce School of Business and Economics

The School of Business became a part of the Campaign For Distinction at an early stage. An Advisory Council was expanded in membership and a newsletter was published to establish closer ties with the alumni of the school. Both of these achievements were abandoned for a period, but the Advisory Council has now been reestablished. The major achievement of the Campaign For Distinction in the School of Business was the establishment of the banking chair. Additions to scholarship funds has also taken place.

5. School of Education

The School of Education has published several issues of its newsletter, The Scholar, and organized an influential advisory council. Additions to scholarship funds has resulted in the small efforts for the School of Education. Efforts will be made to work through the Advisory Council and in planned giving to add scholarship funds to the School.

6. School of Technology and Applied Science

The School of Technology and Applied Science has organized a very influential national Advisory Council. Its newsletter, Tec Talk, has served as a valuable aid in reaching the alumni. The School has realized small additions to scholarship funds. The main achievement for the School has been to secure significant additions to its equipment needs. It is anticipated that a major gift of a press will take place in FY 1990 financed by the manufacturer and also area business forms printers.

7. Intercollegiate Athletics

The Athletic Advisory Council was expanded and the newsletter, Gorilla News, established early in the Campaign For Distinction. A little more than a million dollars has been secured to renovate Carnie Smith Stadium including the installation of new lights, seats, turf, score board, and sound system. In addition, a new track and a new press box have been constructed which add greatly to the stadium. Efforts this year will concentrate on raising the additional funds needed to pay for the renovations and new construction. Also, continuing efforts will be made to increase endowment funds for athletic scholarships.

APPENDIX 1

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT AND PUBLIC RELATIONS
CALENDAR FOR
FISCAL YEAR JULY 1, 1989 TO JUNE 30, 1990

JULY 1989		Alumni Center
July 22	AA Board Meeting	5:00 p.m.
	Past President's Reception	
	Community Theatre "Bye, Bye, Birdie"	
July 30	Special Night at Starlight Theatre	
	Dinner at Swope Park	6:30 p.m.
	"The King and I"	8:30 p.m.
AUGUST 1989		
August 23	Fall Semester Classes Begin	
SEPTEMBER 1989		
September 2	Football/Northeast Missouri State	Away
September 6-10	1990 Seniors Week	
September 6	Development Advisory Meeting	President's Office
September 8	Annual PSU Foundation Meeting	
September 9	Fall Meeting, Alumni Assn. Board	2:00 p.m.
	Football/Missouri Western	Home Game
	Open House Press Box	2:00-4:00
September 13	Chapter Meeting/Topeka	
September 16	Football/Southwest Baptist	Away
September 17	Basketball Phonathon	Alumni Center
September 18	Basketball Phonathon	Alumni Center
September 19	Chapter Meeting/Girard	
September 23	Football/Lincoln University	Home Game
	Tailgate Cookout	
September 24	Solo Series/Violinist, Yfrah Neaman and SEK Symphony	
September 25	#1 Direct Mail	
September 25	PALS/Author Randy Shilts	
September 26	Solo Series/Violinist, Yfrah Neaman and Flutist, Katherine Hoover	McCray Recital Hall PSU 8:00 p.m.
September 26	In-Kind Gift Dinner	Alumni Center
September 28	Chapter Meeting/Tulsa	
September 30	Football/Southeast Missouri State	Away
OCTOBER 1989		
October 4	Career and Decision Day	
October 5	Chapter Meeting/Columbus	
October 6-7	Reunion of the WW2 V12 Naval Students	
October 7	Football/Northwest Missouri State	Home Game
October 10	Bartlesville Chapter Meeting	
October 12	PALS/Interpretation by Scott Keely	
October 14	KRPS-Fall On-Air Fundraiser	
October 14	Football/Central Missouri State	Away
October 17	Solo Series/Pianist William Browning	McCray Recital Hall

October 19	Chapter Meeting/Joplin	
October 21	Football/Missouri-Rolla	Away
	Alumni Luncheon	
	Chapter Meeting/St Louis	
October 25	Campaign for Pittsburg Breakfast	Overman Center
October 27	Last Day for Campaign for Pittsburg	
October 27	1949, 1964, 1979 Reunion	Overman Center
October 28	Athletic Hall of Fame Breakfast	Overman Center
October 28	Football/HOMECOMING/Washburn U	Home Game
	Outstanding Young Alumni Recognition Breakfast and Luncheon	

NOVEMBER 1989		
November 1	Development Advisory Meeting (Ends November 7)	President's Office
November 1	Faculty/Staff Kick-Off Luncheon	Overman Center
November 4	Football/Arkansas S U, Jonesboro	Home Game
November 9	Timmons Series/Robert Day-Poetry	Timmons Chapel 8:00 p.m.
November 11	Football/Missouri Southern	Home Game
November 13	PALS/S.R.O. (Standing Room Only)	
November 13-16	Alumni Assn. Membership Phonathon	
November 17	SAA/Phonathon Workers Pizza Party	
November 20	#2 Direct Mail	
November 28	Solo Series/Woodwin Trio, New Winds	McCray Recital Hall PSU 8:00 p.m.
November 30	Endowment For Excellence Dinner	Alumni Center

DECEMBER 1989		
December 6,8	Timmons Series/Christmas Concerts	Timmons Chapel 8:00 p.m.
December 8	PSU Foundation Meeting	Alumni Center
December 10	Student Alumni Survival Kits	
December 19	Fall Semester Closes	

JANUARY 1990		
January 3	Development Advisory Meeting	President's Office
January 17	Spring Semester Begins	
January (TBA)	Student Alumni Center Information Night	
January 20	Winter Meeting/Alumni Assn.	
January 23	PALS/Musical Group, Amigo	
January 24	Meeting at Alberqueque	
January 25	Meeting at Sun City West	
January 25	Chapter Meeting - Phoenix, AZ	
January 26	Meeting at Tuscon	
January 30	Timmons Series/University Composers	Timmons Chapel 8:00 p.m.

FEBRUARY 1990		
February 10	Chapter Meeting - S. California	
February 13	Timmons Series/Recital	Timmons Chapel 8:00 p.m.
February 27	Solo Series/Organist James David Christie	McCray Recital Hall PSU 8:00 p.m.
February 28	PALS/"Roe vs. Wade"	
MARCH 1990		
*March 4	Chapter Meeting/Kansas City	
March 9	SAA/Phonathon Workers Pizza Party	
March 20	Solo Series/Mezzo-Soprano, Victoria Livengood and accompanist, John Douglas	McCray Recital Hall PSU 8:00 p.m.
March 20	#3 Direct Mail	
March 21	Solo Series/Masterclass with Victoria Livengood and John Douglas	McCray Recital Hall PSU 8:00 p.m.
March 27	Chapter Meeting/Independence, KS	
March 27	Timmons Series/Lecture by Dr. Leroy Brightup	Timmons Chapel 8:00 p.m.
March 28	Senior Grill-Out	
March 29	Chapter Meeting/Parsons	
March 31	Chapter Meeting/Coffeyville	
APRIL 1990		
April (TBA)	SAA/Sundae with the President	
April 4	Development Advisory Meeting	President's Office
April 4	Chapter Meeting/Fredonia	
April 6	PSU Foundation Meeting	Alumni Center
April 16	Chapter Meeting/Ft. Scott	
April 7	Chapter Meeting/Dallas-Ft. Worth	
April 19	Chapter Meeeting/Southwest KS-Dodge City	
April 20	Chapter Meeting/Wichita	
April 23-29	KRPS Spring On-Air Fundraiser	
April 26	Timmons Series/Students Winners	Timmons Chapel 8:00 p.m.
April 29-30	Football Phonathon	Alumni Center
MAY 1990		
May 3	Chapter Meeting/Springfield	
May 6	Football Phonathon	Alumni Center
May 7	Athletic Scholarship Drive (ends June 7)	
May 18	Alumni Assn. Board Meeting	
May 19	Commencement Luncheon	
JUNE 1990		
June 12	Classes of 1930 & 1940 Reunion	
June 13	Half Century Reunion	
SEPTEMBER 1990		
September 7	Annual PSU Foundation Meeting	Alumni Center

* Tentative Dates

PITTSBURG STATE UNIVERSITY
ATHLETIC FUND CALENDAR
FISCAL YEAR 1990

SEPTEMBER, 1989			
September 2	Football/Northeast Missouri	A	7:00
September 9	Football/Missouri Western	H	7:30
September 9	Open House Press Box		2:00-4:00
September 16	Football/Southwest Baptist	A	1:30
September 17	Basketball Phonathon		Alumni Center
September 18	Basketball Phonathon		Alumni Center
September 23	Football/Lincoln Univ. (Family Day)	H	7:30
September 30	Football/Southeast Missouri	A	2:00
OCTOBER, 1989			
October 7	Football/Northwest Missouri	H	7:30
October 14	Football/Central Missouri	A	1:30
October 21	Football/Missouri - Rolla	A	1:30
October 28	Athletic Hall of Fame Breakfast		Overman Center
October 28	Washburn Univ. (Homecoming)	H	2:00
NOVEMBER, 1989			
November 4	Football/Arkansas State	A	1:00
November 11	Football/Missouri Southern	H	7:30
November 17-18	WomenBB/Emporia Tournament	A	TBA
November 22	MenBB/Bartlesville Wesleyan College	H	7:30
November 24-25	MenBB/Classic (Missouri Southern State Harding Univ., John Brown Univ.)	H	6:00-8:00
November 24-25	WomenBB/Thanksgiving Invitational	H	TBA
November 28	Kansas Newman (Wichita)	A	6:00
November 30	MenBB/Harding Univ.	A	7:30
DECEMBER, 1989			
December 1	WomenBB/School of Ozarks	A	5:00
December 6	WomenBB/Central State University	A	6:00
December 7	MenBB/Rockhurst College	H	8:00
December 7	WomenBB/Kansas Newman	H	5:30
December 15	MenBB/University of Alaska-Fairbanks	A	7:30
December 16	MenBB/University of Alaska-Fairbanks	A	7:30
December 18	MenBB/University of Alaska-Anchorage	A	7:30
December 19	MenBB/University of Alaska-Anchorage	A	7:30
JANUARY, 1990			
January 5-6	MenBB/Classic (Central Methodist College, Sterling College, McPherson College)	H	6:00-8:00
January 5-6	WomenBB/Coal Miner's Classic	H	TBA
January 10	MenBB/Missouri Southern State College	H	7:30
January 10	WomenBB/Missouri Southern State	H	5:30
January 13	MenBB/Northwest Missouri State Univ.	A	7:30
January 14	WomenBB/Northeast Missouri State	A	TBA
January 17	MenBB/Southwest Baptist Univ.	H	7:30
January 17	WomenBB/Southwest Baptist	H	5:30
January 20	MenBB/Washburn Univ.	H	7:30

January 20	WomenBB/Washburn Univ.	H	5:30
January 24	MenBB/Southeast Missouri State Univ.	A	7:30
January 24	WomenBB/Southeast Missouri State	A	5:30
January 27	MenBB/University of Missouri-Rolla	H	7:30
January 27	WomenBB/Missouri-Rolla	H	5:30
January 29	WomenBB/Rockhurst College	H	7:00
January 31	MenBB/Missouri Southern State College	A	7:30
January 31	WomenBB/Missouri Southern	A	5:30
FEBRUARY, 1990			
February 3	MenBB/University of Missouri-St. Louis	H	7:30
February 3	WomenBB/Missouri-St. Louis	H	5:30
February 6	MenBB/Southwest Baptist Univ.	A	7:30
February 6	WomenBB/Southwest Baptist	A	5:30
February 10	MenBB/Missouri Western State College	H	7:30
February 10	WomenBB/Missouri Western	H	5:30
February 12	WomenBB/Lincoln Univ.	A	7:00
February 14	MenBB/Southeast Missouri State Univ.	H	7:30
February 14	WomenBB/Southeast Missouri State	H	5:30
February 17	MenBB/University of Missouri-Rolla	A	7:30
February 17	WomenBB/Missouri-Rolla	A	5:30
February 21	MenBB/University of Missouri-St. Louis	A	7:30
February 21	WomenBB/Missouri-St. Louis	A	5:30
February 24	MenBB/Central Missouri State Univ.	H	7:30
February 24	WomenBB/Central Missouri State	H	5:30
February 27	MIAA Tournament		
February 28	MenBB/Northeast Missouri State Univ.	A	7:30
MARCH, 1990			
March 3	MenBB/Lincoln University	A	7:30
March 6	MenBB/MIAA 1st Round TBA		
March 8	MenBB/MIAA 2nd Round TBA		
March 10	MenBB/MIAA Finals TBA		
March 8-10	NCAA Regionals		
March 16-17	NCAA Quarterfinals		
March 23-24	NCAA National Championships		
APRIL, 1990			
April 29-30	Football Phonathon	Alumni Center	
MAY, 1990			
May 6	Football Phonathon	Alumni Center	
May 7	Athletic Scholarship Drive (ends June 7)		

PITTSBURG STATE UNIVERSITY
KRPS-FM 90 CALENDAR
FISCAL YEAR 1990

DATE	EVENT
JULY, 1989	
July 5	Brochure & letter mailed to financial institutions and leading businesses re underwriting
July 13	August/September "Mosaic" to printing
July 19	Friends of FM 90 Board Meeting
July 20	"Mosaic" delivered to KRPS
July 25	"Mosaic" delivered to Post Office
AUGUST, 1989	
August	Order all premiums for Fall Fundraiser
August 10	Brochure & letter mailed to professionals re underwriting
August 28	Faculty-Staff Newsletter
SEPTEMBER, 1989	
September	Planning for Fall Fundraiser
September 4	Copy deadline for October "Mosaic"
September 14	October "Mosaic" to printing
September 21	"Mosaic" delivered to KRPS
September 25	"Mosaic" delivered to Post Office
OCTOBER, 1989	
October	Final planning for Fall Fundraiser
October 12	November "Mosaic" to printing
October 14-20	Fall On-air Fundraiser
October 19	"Mosaic" delivered to KRPS
October 23	"Mosaic" delivered to Post Office
October 23	Faculty-Staff Newsletter
NOVEMBER, 1989	
November 9	Copy deadline for Dec/Jan "Mosaic"
November 15	Friends of FM 90 Board Meeting
November 16	"Mosaic" delivered to KRPS
November 16	Christmas brochure to printing
November 21	"Mosaic" delivered to Post Office
November 28	Christmas brochure mailed
November 30	CPB Audit due
DECEMBER, 1989	
December 18	Holiday programming begins
December 23	Hanukkah programming
December 31	New Year's Eve special programming
JANUARY, 1990	
January	Dates for February "Mosaic" publication to be determined
January 8	Faculty-Staff Newsletter

January 17	Friends of FM 90 Board meeting
FEBRUARY, 1990	
February	Planning for Spring Fundraiser
February	Dates for March "Mosaic" publication to be determined
February	Premiums ordered for Spring Fundraiser
MARCH, 1990	
March	Planning for Spring Fundraiser
March	Dates for April "Mosaic" publication to be determined
March	Mid-month - Faculty-Staff Newsletter
March 21	Friends of FM 90 Board meeting
APRIL, 1990	
April	Dates for May/June "Mosaic" publication to be determined
April	Planning for Spring Fundraiser
April 23-29	(Tentative) Spring On-Air Fundraiser
MAY, 1990	
May 16	Friends of FM 90 Board meeting
JUNE, 1990	
June	Dates for July "Mosaic" publication to be determined
June	Early June - Faculty-Staff Newsletter

PITTSBURG STATE UNIVERSITY
NEWSLETTER PUBLICATION CALENDAR
FISCAL YEAR 1990

JULY, 1989	
July, 1989	MUSIC NOTES
	TECH TALK
AUGUST, 1989	
August 1	FOUNDATION NEWS
SEPTEMBER, 1989	
September 15	PSU MAGAZINE
OCTOBER, 1989	
October	WOOD TECHNOLOGY TODAY
October 15	FOUNDATION NEWS
NOVEMBER, 1989	
November 5	MUSIC NOTES
November 8	TECH TALK
November 27	THE SCHOLAR
November 30	GORILLA NEWS
JANUARY, 1990	
January 15	FOUNDATION NEWS
MARCH, 1990	MUSIC NOTES
March 9	PSU MAGAZINE
March 22	TECH TALK
March 30	GORILLA NEWS
APRIL, 1990	
April 15	FOUNDATION NEWS
April 30	THE SCHOLAR

ALUMNI CHAPTER MEETINGS 1989-1990

September 13	Topeka Area
September 19	Girard Area
September 23	Tailgate - Pittsburg Chapter
September 28	Tulsa Area
October 4	Western Colorado Area
October 5	Cherokee County, Columbus
October 10	Bartlesville Area
October 17	Neosho County, Chanute
October 19	Joplin
October 21	Rolla - before game lunch
October 21	St. Louis
January 24	Albuquerque, NM
January 25	Phoenix, AZ
January 25	Sun City, AZ
January 26	Tucson, AZ
February 10	Los Angeles
March 27	Independence
March 29	Parsons
March 31	Coffeyville
April 4	Wilson County, Fredonia
April 7	Dallas-Ft. Worth
April 16	Fort Scott
April 19	Southwest Kansas, Dodge City
April 20	Wichita
May 3	Springfield

APPENDIX 2

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 1

	Dollars Raised	Enrollment	Dollar Ratio
Adams State C/CO	276,330	2,337	118.23
Alaska U/Fairbanks	2,929,260	7,789	376.08
Alcorn State U	169,717	2,604	65.18
Appalachian State U	1,764,475	11,672	151.17
Arkansas State U	584,572	8,688	67.28
U of Arkansas/Little Rock	1,891,771	10,141	186.55
U of Arkansas/Pine Bluff	132,650	3,057	43.39
Armstrong State C/CO	774,501	3,051	253.85
Auburn U/Montgomery/AL	246,622	5,491	44.91
Augusta C/GA	2,323,548	4,461	520.86
U of Baltimore/MD	988,111	5,009	197.27
Bemidji State U/MN	562,766	4,760	118.23
Black Hills State C	90,000	2,139	42.08
U of Bloomsburg/PA	1,330,335	6,936	191.80
Boise State U	3,298,880	11,419	288.89
Bowie State C	255,116	3,074	82.99
California State C/Bakersfield	636,345	4,649	136.88
California State U/Chico	3,846,763	15,434	249.24
California State U/Humboldt	2,904,274	7,716	376.40
California State U/LongBeach	3,009,339	34,926	86.16
California State U/Northridge	3,906,663	30,105	129.77
California State U/Pomona	3,713,641	17,679	210.06
California State U/Sacramento	2,167,234	25,153	86.16
California State U/San Bernadino	397,168	9,673	41.06
California State U/San Diego	11,746,875	36,280	323.78
California State U/San Francisco	1,675,246	28,151	59.51
California State U/San Luis Obispo	5,544,397	16,356	338.98
California State U/Sonoma	471,688	8,178	57.68
California State U/Stanislaus	541,305	5,357	101.05
California U/PA	2,075,425	6,300	329.43
Castleton State C	92,910	1,757	52.88
Central Connecticut State U	387,859	13,507	28.72
U of Central Florida	2,560,777	17,398	147.19
Central Michigan U	2,574,063	17,070	150.79
Central Missouri State U	842,011	8,291	101.56

Central Washington U	1,226,029	7,286	168.27
Chadron State C	182,793	2,192	83.39
Charleston C	913,251	5,767	158.36
Cheyney U/PA	72,490	1,361	53.26
Christopher Newport C	340,247	4,411	77.14
Clarion U/PA	749,788	6,183	121.27
Coppin State C	253,387	2,482	102.09
Cuny/City C	5,299,170	13,880	381.78
Cuny/Herbert H. Lehman C	122,686	9,260	13.25
Delaware State C	169,597	2,389	70.99
East Carolina U	5,958,195	14,878	400.47
East Stroudsburg U/PA	556,556	4,192	132.77
East Tennessee State U	1,756,636	10,196	172.29
Eastern Connecticut State U	325,908	4,000	81.48
Eastern Illinois U	1,662,661	10,761	154.51
Eastern Michigan U	2,000,400	23,079	86.68
Eastern Montana C	1,097,332	3,926	279.50
Edinboro U/PA	1,259,092	6,409	196.46
Elizabeth City State U	281,632	1,583	177.91
Emporia State U/KS	1,423,626	5,459	260.79
Fayetteville State U	105,241	2,639	39.88
Fitchburg State C/MA	363,632	6,113	59.49
Francis Marion C	385,924	3,864	99.88
Frostburg State C/MD	785,577	4,186	187.67
George Mason U/VA	5,378,244	18,112	296.94
Georgia C	276,977	4,249	65.19
Georgia Southern C	1,036,836	8,766	118.28
Governors State U/IL	461,367	5,123	90.06
Grand Valley State C/MI	4,104,238	8,948	458.68
Indiana U/PA	2,530,983	13,405	188.81
James Madison U	1,781,784	9,665	184.35
Kennesaw C	1,619,809	7,946	203.85
Kentucky State U	654,511	2,082	314.37
Kutztown U/PA	518,812	6,873	75.49
Lamar U/TX	3,322,971	13,947	238.26
Longwood C	777,545	3,126	248.73
U of Maine/Farmington	108,859	2,358	46.17
Mankato State U/MN	707,928	15,385	46.01
Mansfield U/PA	225,388	2,748	82.02
Marshall U/WV	2,754,976	12,030	229.01
Mary Washington C	987,230	3,352	294.52
Michigan Tech U	4,009,276	6,187	648.02
Midwestern State U	701,692	4,740	148.04
Millersville U/PA	891,073	7,247	122.96
Missouri Southern State C	1,014,444	4,926	205.94

U of Montevalo/AL	1,002,573	2,584	387.99
Moorhead State U	561,745	6,317	88.93
Murray State U	1,060,454	7,376	143.77
NH. U of-Keene SC	708,303	4,215	168.04
NH. U of Plymouth SC	126,624	3,924	32.27
North Adams State C	60,599	2,100	28.86
North Carolina A&T State U	1,375,801	5,991	229.64
NC at Asheville U	761,512	3,153	241.52
NC at Charlotte U	4,088,605	10,181	401.59
North Florida U	1,479,262	6,856	215.76
Northeastern State U	640,911	8,425	76.07
U of Northern Iowa	2,029,068	11,431	177.51
Northern State C	790,220	3,029	260.88
Northwestern Missouri State U	650,169	5,100	127.48
Oakland U/MI	4,951,742	12,532	395.13
Pan American U/TX	3,212,858	12,571	255.58
Pittsburg State U/KS	2,002,536	5,445	367.78
Prairie View A & M U/TX	937,499	5,307	176.65
Radford U	637,167	8,122	78.45
Saginaw Valley State C/MI	1,438,396	5,768	249.38
St. Cloud State U/MN	1,095,433	15,520	70.58
Salisbury State C/MD	2,907,042	4,960	586.10
Shippensburg U/PA	1,004,994	6,438	156.10
SC at Spartanburg U	278,894	3,052	91.38
South Dakota State U/SD	2,007,500	6,723	298.60
Southeast Missouri State U/MO	5,741,648	8,785	653.57
Southeastern Massachusetts U/MA	713,126	7,824	91.15
Southern Arkansas U	466,056	2,145	217.28
Southern Indiana U	553,931	4,624	119.79
U of Southern Maine/ME	513,258	9,546	53.77
Southern Utah State C	1,602,000	2,950	543.05
Southwest Missouri State U/MO	2,819,884	16,585	170.03
Southwest State U	665,335	2,748	242.12
Stockton State C	262,014	5,122	51.15
Suny-C/Brockport	335,660	8,148	41.20
Suny-C/Buffalo	555,833	12,051	46.12
Suny-C/Cortland	363,474	7,173	50.67
Suny-C/Fredonia	304,456	5,000	60.89
Suny-C/Geneseo	320,471	5,363	59.76
Suny-C/New Paltz	279,773	8,105	34.52
Suny-C/Old Westbury	17,248	3,946	4.37
Suny-C/Oneonta	582,299	5,789	100.59
Suny-C/Oswego	707,590	8,300	85.25
Suny-C/Plattsburgh	542,182	6,448	84.09
Suny-C/Potsdam	939,470	4,285	219.25

Suny-C/Utica-Rome	372,923	2,490	149.77
Suny-C/Empire	246,112	5,961	41.29
Tarleton State U/TX	270,213	5,243	51.54
Texas A & I U	2,234,776	5,392	414.46
Texas U of El Paso	2,894,091	14,056	205.90
Texas U of Permian Basin	624,093	2,132	292.73
Texas U of San Antonio	1,835,718	13,134	139.77
Texas U of Tyler	1,508,624	3,681	409.84
Thomas A. Edison State C	77,622	5,859	13.24
Towson State U	660,194	15,397	42.88
Troy State U	1,170,647	13,234	88.46
Washburn U/Topeka	4,118,099	6,483	635.23
Wayne State C	527,500	2,986	176.66
West Chester U/PA	321,543	11,311	28.43
West Florida U	627,411	6,632	94.63
West Georgia C	489,069	6,396	76.46
West Texas State U	1,528,359	5,742	266.17
West Virginia State C	162,336	4,404	36.86
Western Carolina U	1,755,258	5,929	296.05
Western Illinois U	1,491,685	12,698	117.47
Western Washington U	1,084,985	9,559	113.50
Westfield State C	75,768	4,800	15.79
Winona State U/MN	940,314	6,400	146.92
Winston-Salem State U	296,757	2,558	116.01
Wisconsin/U of Green Bay	758,692	5,056	150.06
Wisconsin/U of Oshkosh	634,782	11,800	53.80
Wisconsin/U of Parkside	198,787	5,152	38.58
Wisconsin/U of Stout	508,120	7,544	67.35
Wisconsin/U of Superior	150,962	2,321	65.04
Wright State U	3,384,540	17,066	198.32

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 2

Rank by Dollars Raised

	Dollars Raised	Enrollment	Dollar Ratio
California State U/San Diego	11,746,875	36,280	323.78
East Carolina U	5,958,195	14,878	400.47
Southeast Missouri State U/MO	5,741,648	8,785	653.57
California State U/San Luis Obispo	5,544,397	16,356	338.98
George Mason U/VA	5,378,244	18,112	296.94
Cuny/City C	5,299,170	13,880	381.78
Oakland U/MI	4,951,742	12,532	395.13
Washburn U/Topeka	4,118,099	6,483	635.23
Grand Valley State C/MI	4,104,238	8,948	458.68
NC at Charlotte U	4,088,605	10,181	401.59
Michigan Tech U	4,009,276	6,187	648.02
California State U/Northridge	3,906,663	30,105	129.77
California State U/Chico	3,846,763	15,434	249.24
California State U/Pomona	3,713,641	17,679	210.06
Wright State U	3,384,540	17,066	198.32
Lamar U/TX	3,322,971	13,947	238.26
Boise State U	3,298,880	11,419	288.89
Pan American U/TX	3,212,858	12,571	255.58
California State U/LongBeach	3,009,339	34,926	86.16
Alaska U/Fairbanks	2,929,260	7,789	376.08
Salisbury State C/MD	2,907,042	4,960	586.10
California State U/Humboldt	2,904,274	7,716	376.40
Texas U of El Paso	2,894,091	14,056	205.90
Southwest Missouri State U/MO	2,819,884	16,585	170.03
Marshall U/WV	2,754,976	12,030	229.01
Central Michigan U	2,574,063	17,070	150.79
U of Central Florida	2,560,777	17,398	147.19
Indiana U/PA	2,530,983	13,405	188.81
Augusta C/GA	2,323,548	4,461	520.86
Texas A & I U	2,234,776	5,392	414.46
California State U/Sacramento	2,167,234	25,153	86.16
California U/PA	2,075,425	6,300	329.43
U of Northern Iowa	2,029,068	11,431	177.51
South Dakota State U/SD	2,007,500	6,723	298.60
Pittsburg State U/KS	2,002,536	5,445	367.78

Eastern Michigan U	2,000,400	23,079	86.68
U of Arkansas/Little Rock	1,891,771	10,141	186.55
Texas U of San Antonio	1,835,718	13,134	139.77
James Madison U	1,781,784	9,665	184.35
Appalachian State U	1,764,475	11,672	151.17
East Tennessee State U	1,756,636	10,196	172.29
Western Carolina U	1,755,258	5,929	296.05
California State U/San Francisco	1,675,246	28,151	59.51
Eastern Illinois U	1,662,661	10,761	154.51
Kennesaw C	1,619,809	7,946	203.85
Southern Utah State C	1,602,000	2,950	543.05
West Texas State U	1,528,359	5,742	266.17
Texas U of Tyler	1,508,624	3,681	409.84
Western Illinois U	1,491,685	12,698	117.47
North Florida U	1,479,262	6,856	215.76
Saginaw Valley State C/MI	1,438,396	5,768	249.38
Emporia State U/KS	1,423,626	5,459	260.79
North Carolina A&T State U	1,375,801	5,991	229.64
U of Bloomsburg/PA	1,330,335	6,936	191.80
Edinboro U/PA	1,259,092	6,409	196.46
Central Washington U	1,226,029	7,286	168.27
Troy State U	1,170,647	13,234	88.46
Eastern Montana C	1,097,332	3,926	279.50
St. Cloud State U/MN	1,095,433	15,520	70.58
Western Washington U	1,084,985	9,559	113.50
Murray State U	1,060,454	7,376	143.77
Georgia Southern C	1,036,836	8,766	118.28
Missouri Southern State C	1,014,444	4,926	205.94
Shippensburg U/PA	1,004,994	6,438	156.10
U of Montevalo/AL	1,002,573	2,584	387.99
U of Baltimore/MD	988,111	5,009	197.27
Mary Washington C	987,230	3,352	294.52
Winona State U/MN	940,314	6,400	146.92
Suny-C/Potsdam	939,470	4,285	219.25
Prairie View A & M U/TX	937,499	5,307	176.65
Charleston C	913,251	5,767	158.36
Millersville U/PA	891,073	7,247	122.96
Central Missouri State U	842,011	8,291	101.56
Northern State C	790,220	3,029	260.88
Frostburg State C/MD	785,577	4,186	187.67
Longwood C	777,545	3,126	248.73
Armstrong State C/CO	774,501	3,051	253.85
NC at Asheville U	761,512	3,153	241.52
Wisconsin/U of Green Bay	758,692	5,056	150.06
Clarion U/PA	749,788	6,183	121.27

Southeastern Massachusetts U/MA	713,126	7,824	91.15
NH. U of-Keene SC	708,303	4,215	168.04
Mankato State U/MN	707,928	15,385	46.01
Suny-C/Oswego	707,590	8,300	85.25
Midwestern State U	701,692	4,740	148.04
Southwest State U	665,335	2,748	242.12
Towson State U	660,194	15,397	42.88
Kentucky State U	654,511	2,082	314.37
Northwestern Missouri State U	650,169	5,100	127.48
Northeastern State U	640,911	8,425	76.07
Radford U	637,167	8,122	78.45
California State C/Bakersfield	636,345	4,649	136.88
Wisconsin/U of Oshkosh	634,782	11,800	53.80
West Florida U	627,411	6,632	94.63
Texas U of Permian Basin	624,093	2,132	292.73
Arkansas State U	584,572	8,688	67.28
Suny-C/Oneonta	582,299	5,789	100.59
Bemidji State U/MN	562,766	4,760	118.23
Moorhead State U	561,745	6,317	88.93
East Stroudsburg U/PA	556,556	4,192	132.77
Suny-C/Buffalo	555,833	12,051	46.12
Southern Indiana U	553,931	4,624	119.79
Suny-C/Plattsburgh	542,182	6,448	84.09
California State U/Stanislaus	541,305	5,357	101.05
Wayne State C	527,500	2,986	176.66
Kutztown U/PA	518,812	6,873	75.49
U of Southern Maine/ME	513,258	9,546	53.77
Wisconsin/U of Stout	508,120	7,544	67.35
West Georgia C	489,069	6,396	76.46
California State U/Sonoma	471,688	8,178	57.68
Southern Arkansas U	466,056	2,145	217.28
Governors State U/IL	461,367	5,123	90.06
California State U/San Bernadino	397,168	9,673	41.06
Central Connecticut State U	387,859	13,507	28.72
Francis Marion C	385,924	3,864	99.88
Suny-C/Utica-Rome	372,923	2,490	149.77
Fitchburg State C/MA	363,632	6,113	59.49
Suny-C/Cortland	363,474	7,173	50.67
Christopher Newport C	340,247	4,411	77.14
Suny-C/Brockport	335,660	8,148	41.20
Eastern Connecticut State U	325,908	4,000	81.48
West Chester U/PA	321,543	11,311	28.43
Suny-C/Geneseo	320,471	5,363	59.76
Suny-C/Fredonia	304,456	5,000	60.89
Winston-Salem State U	296,757	2,558	116.01

Elizabeth City State U	281,632	1,583	177.91
Suny-C/New Paltz	279,773	8,105	34.52
SC at Spartanburg U	278,894	3,052	91.38
Georgia C	276,977	4,249	65.19
Adams State C/CO	276,330	2,337	118.23
Tarleton State U/TX	270,213	5,243	51.54
Stockton State C	262,014	5,122	51.15
Bowie State C	255,116	3,074	82.99
Coppin State C	253,387	2,482	102.09
Auburn U/Montgomery/AL	246,622	5,491	44.91
Suny-C/Empire	246,112	5,961	41.29
Mansfield U/PA	225,388	2,748	82.02
Wisconsin/U of Parkside	198,787	5,152	38.58
Chadron State C	182,793	2,192	83.39
Alcorn State U	169,717	2,604	65.18
Delaware State C	169,597	2,389	70.99
West Virginia State C	162,336	4,404	36.86
Wisconsin/U of Superior	150,962	2,321	65.04
U of Arkansas/Pine Bluff	132,650	3,057	43.39
NH. U of Plymouth SC	126,624	3,924	32.27
Cuny/Herbert H. Lehman C	122,686	9,260	13.25
U of Maine/Farmington	108,859	2,358	46.17
Fayetteville State U	105,241	2,639	39.88
Castleton State C	92,910	1,757	52.88
Black Hills State C	90,000	2,139	42.08
Thomas A. Edison State C	77,622	5,859	13.24
Westfield State C	75,768	4,800	15.79
Cheyney U/PA	72,490	1,361	53.26
North Adams State C	60,599	2,100	28.86
Suny-C/Old Westbury	17,248	3,946	4.37

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 3

Rank By Ratio Of Dollars Raised to Enrollment

	Dollars Raised	Enroll ment	Dollar Ratio
Southeast Missouri State U/MO	5,741,648	8,785	653.67
Michigan Tech U	4,009,276	6,187	648.02
Washburn U/Topeka	4,118,099	6,483	635.23
Salisbury State C/MD	2,907,042	4,960	586.10
Southern Utah State C	1,602,000	2,950	543.05
Augusta C/GA	2,323,548	4,461	520.86
Grand Valley State C/MI	4,104,238	8,948	458.68
Texas A & I U	2,234,776	5,392	414.46
Texas U of Tyler	1,508,624	3,681	409.84
NC at Charlotte U	4,088,605	10,181	401.59
East Carolina U	5,958,195	14,878	400.47
Oakland U/MI	4,951,742	12,532	395.13
U of Montevalo/AL	1,002,573	2,584	387.99
Cuny/City C	5,299,170	13,880	381.78
California State U/Humboldt	2,904,274	7,716	376.40
Alaska U/Fairbanks	2,929,260	7,789	376.08
Pittsburg State U/KS	2,002,536	5,445	367.78
California State U/San Luis Obispo	5,544,397	16,356	338.98
California U/PA	2,075,425	6,300	329.43
California State U/San Diego	11,746,875	36,280	323.78
Kentucky State U	654,511	2,082	314.37
South Dakota State U/SD	2,007,500	6,723	298.60
George Mason U/VA	5,378,244	18,112	296.94
Western Carolina U	1,755,258	5,929	296.05
Mary Washington C	987,230	3,352	294.52
Texas U of Permian Basin	624,093	2,132	292.73
Boise State U	3,298,880	11,419	288.89
Eastern Montana C	1,097,332	3,926	279.50
West Texas State U	1,528,359	5,742	266.17
Northern State C	790,220	3,029	260.88
Emporia State U/KS	1,423,626	5,459	260.79
Pan American U/TX	3,212,858	12,571	255.58
Armstrong State C/CO	774,501	3,051	253.85
Saginaw Valley State C/MI	1,438,396	5,768	249.38
California State U/Chico	3,846,763	15,434	249.24

Longwood C	777,545	3,126	248.73
Southwest State U	665,335	2,748	242.12
NC at Asheville U	761,512	3,153	241.52
Lamar U/TX	3,322,971	13,947	238.26
North Carolina A&T State U	1,375,801	5,991	229.64
Marshall U/WV	2,754,976	12,030	229.01
Suny-C/Potsdam	939,470	4,285	219.25
Southern Arkansas U	466,056	2,145	217.28
North Florida U	1,479,262	6,856	215.76
California State U/Pomona	3,713,641	17,679	210.06
Missouri Southern State C	1,014,444	4,926	205.94
Texas U of El Paso	2,894,091	14,056	205.90
Kennesaw C	1,619,809	7,946	203.85
Wright State U	3,384,540	17,066	198.32
U of Baltimore/MD	988,111	5,009	197.27
Edinboro U/PA	1,259,092	6,409	196.46
U of Bloomsburg/PA	1,330,335	6,936	191.80
Indiana U/PA	2,530,983	13,405	188.81
Frostburg State C/MD	785,577	4,186	187.67
U of Arkansas/Little Rock	1,891,771	10,141	186.55
James Madison U	1,781,784	9,665	184.35
Elizabeth City State U	281,632	1,583	177.91
U of Northern Iowa	2,029,068	11,431	177.51
Wayne State C	527,500	2,986	176.66
Prairie View A & M U/TX	937,499	5,307	176.65
East Tennessee State U	1,756,636	10,196	172.29
Southwest Missouri State U/MO	2,819,884	16,585	170.03
Central Washington U	1,226,029	7,286	168.27
NH. U of-Keene SC	708,303	4,215	168.04
Charleston C	913,251	5,767	158.36
Shippensburg U/PA	1,004,994	6,438	156.10
Eastern Illinois U	1,662,661	10,761	154.51
Appalachian State U	1,764,475	11,672	151.17
Central Michigan U	2,574,063	17,070	150.79
Wisconsin/U of Green Bay	758,692	5,056	150.06
Suny-C/Utica-Rome	372,923	2,490	149.77
Midwestern State U	701,692	4,740	148.04
U of Central Florida	2,560,777	17,398	147.19
Winona State U/MN	940,314	6,400	146.92
Murray State U	1,060,454	7,376	143.77
Texas U of San Antonio	1,835,718	13,134	139.77
California State C/Bakersfield	636,345	4,649	136.88
East Stroudsburg U/PA	556,556	4,192	132.77
California State U/Northridge	3,906,663	30,105	129.77
Northwestern Missouri State U	650,169	5,100	127.48

Millersville U/PA	891,073	7,247	122.96
Clarion U/PA	749,788	6,183	121.27
Southern Indiana U	553,931	4,624	119.79
Georgia Southern C	1,036,836	8,766	118.28
Adams State C/CO	276,330	2,337	118.23
Bemidji State U/MN	562,766	4,760	118.23
Western Illinois U	1,491,685	12,698	117.47
Winston-Salem State U	296,757	2,558	116.01
Western Washington U	1,084,985	9,559	113.50
Coppin State C	253,387	2,482	102.09
Central Missouri State U	842,011	8,29[illegible]	101.56
California State U/Stanislaus	541,305	5,357	101.05
Suny-C/Oneonta	582,299	5,789	100.59
Francis Marion C	385,924	3,864	99.88
West Florida U	627,411	6,632	94.63
SC at Spartanburg U	278,894	3,052	91.38
Southeastern Massachusetts U/MA	713,126	7,824	91.15
Governors State U/IL	461,367	5,123	90.06
Moorhead State U	561,745	6,317	88.93
Troy State U	1,170,647	13,234	88.46
Eastern Michigan U	2,000,400	23,079	86.68
California State U/LongBeach	3,009,339	34,926	86.16
California State U/Sacramento	2,167,234	25,153	86.16
Suny-C/Oswego	707,590	8,300	85.25
Suny-C/Plattsburgh	542,182	6,448	84.09
Chadron State C	182,793	2,192	83.39
Bowie State C	255,116	3,074	82.99
Mansfield U/PA	225,388	2,748	82.02
Eastern Connecticut State U	325,908	4,000	81.48
Radford U	637,167	8,122	78.45
Christopher Newport C	340,247	4,411	77.14
West Georgia C	489,069	6,396	76.46
Northeastern State U	640,911	8,425	76.07
Kutztown U/PA	518,812	6,873	75.49
Delaware State C	169,597	2,389	70.99
St. Cloud State U/MN	1,095,433	15,520	70.58
Wisconsin/U of Stout	508,120	7,544	67.35
Arkansas State U	584,572	8,688	67.28
Georgia C	276,977	4,249	65.19
Alcorn State U	169,717	2,604	65.18
Wisconsin/U of Superior	150,962	2,321	65.04
Suny-C/Fredonia	304,456	5,000	60.89
Suny-C/Geneseo	320,471	5,363	59.76
California State U/San Francisco	1,675,246	28,151	59.51
Fitchburg State C/MA	363,632	6,113	59.49

California State U/Sonoma	471,688	8,178	57.68
Wisconsin/U of Oshkosh	634,782	11,800	53.80
U of Southern Maine/ME	513,258	9,546	53.77
Cheyney U/PA	72,490	1,361	53.26
Castleton State C	92,910	1,757	52.88
Tarleton State U/TX	270,213	5,243	51.54
Stockton State C	262,014	5,122	51.15
Suny-C/Cortland	363,474	7,173	50.67
U of Maine/Farmington	108,859	2,358	46.17
Suny-C/Buffalo	555,833	12,051	46.12
Mankato State U/MN	707,928	15,385	46.01
Auburn U/Montgomery/AL	246,622	5,491	44.91
U of Arkansas/Pine Bluff	132,650	3,057	43.39
Towson State U	660,194	15,397	42.88
Black Hills State C	90,000	2,139	42.08
Suny-C/Empire	246,112	5,961	41.29
Suny-C/Brockport	335,660	8,148	41.20
California State U/San Bernadino	397,168	9,673	41.06
Fayetteville State U	105,241	2,639	39.88
Wisconsin/U of Parkside	198,787	5,152	38.58
West Virginia State C	162,336	4,404	36.86
Suny-C/New Paltz	279,773	8,105	34.52
NH. U of Plymouth SC	126,624	3,924	32.27
North Adams State C	60,599	2,100	28.86
Central Connecticut State U	387,859	13,507	28.72
West Chester U/PA	321,543	11,311	28.43
Westfield State C	75,768	4,800	15.79
Cuny/Herbert H. Lehman C	122,686	9,260	13.25
Thomas A. Edison State C	77,622	5,859	13.24
Suny-C/Old Westbury	17,248	3,946	4.37

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 4

Rank By Enrollment

	Dollars Raised	Enroll ment	Dollar Ratio
California State U/San Diego	11,746,875	36,280	323.78
California State U/LongBeach	3,009,339	34,926	86.16
California State U/Northridge	3,906,663	30,105	129.77
California State U/San Francisco	1,675,246	28,151	59.51
California State U/Sacramento	2,167,234	25,153	86.16
Eastern Michigan U	2,000,400	23,079	86.68
George Mason U/VA	5,378,244	18,112	296.94
California State U/Pomona	3,713,641	17,679	210.06
U of Central Florida	2,560,777	17,398	147.19
Central Michigan U	2,574,063	17,070	150.79
Wright State U	3,384,540	17,066	198.32
Southwest Missouri State U/MO	2,819,884	16,585	170.03
California State U/San Luis Obispo	5,544,397	16,356	338.98
St. Cloud State U/MN	1,095,433	15,520	70.58
California State U/Chico	3,846,763	15,434	249.24
Towson State U	660,194	15,397	42.88
Mankato State U/MN	707,928	15,385	46.01
East Carolina U	5,958,195	14,878	400.47
Texas U of El Paso	2,894,091	14,056	205.90
Lamar U/TX	3,322,971	13,947	238.26
Cuny/City C	5,299,170	13,880	381.78
Central Connecticut State U	387,859	13,507	28.72
Indiana U/PA	2,530,983	13,405	188.81
Troy State U	1,170,647	13,234	88.46
Texas U of San Antonio	1,835,718	13,134	139.77
Western Illinois U	1,491,685	12,698	117.47
Pan American U/TX	3,212,858	12,571	255.58
Oakland U/MI	4,951,742	12,532	395.13
Suny-C/Buffalo	555,833	12,051	46.12
Marshall U/WV	2,754,976	12,030	229.01
Wisconsin/U of Oshkosh	634,782	11,800	53.80
Appalachian State U	1,764,475	11,672	151.17
U of Northern Iowa	2,029,068	11,431	177.51
Boise State U	3,298,880	11,419	288.89
West Chester U/PA	321,543	11,311	28.43

Eastern Illinois U	1,662,661	10,761	154.51
East Tennessee State U	1,756,636	10,196	172.29
NC at Charlotte U	4,088,605	10,181	401.59
U of Arkansas/Little Rock	1,891,771	10,141	186.55
California State U/San Bernadino	397,168	9,673	41.06
James Madison U	1,781,784	9,665	184.35
Western Washington U	1,084,985	9,559	113.50
U of Southern Maine/ME	513,258	9,546	53.77
Cuny/Herbert H. Lehman C	122,686	9,260	13.25
Grand Valley State C/MI	4,104,238	8,948	458.68
Southeast Missouri State U/MO	5,741,648	8,785	658.22
Georgia Southern C	1,036,836	8,766	118.28
Arkansas State U	584,572	8,688	67.28
Northeastern State U	640,911	8,425	76.07
Suny-C/Oswego	707,590	8,300	85.25
Central Missouri State U	842,011	8,291	101.56
California State U/Sonoma	471,688	8,178	57.68
Suny-C/Brockport	335,660	8,148	41.20
Radford U	637,167	8,122	78.45
Suny-C/New Paltz	279,773	8,105	34.52
Kennesaw C	1,619,809	7,946	203.85
Southeastern Massachusetts U/MA	713,126	7,824	91.15
Alaska U/Fairbanks	2,929,260	7,789	376.08
California State U/Humboldt	2,904,274	7,716	376.40
Wisconsin/U of Stout	508,120	7,544	67.35
Murray State U	1,060,454	7,376	143.77
Central Washington U	1,226,029	7,286	168.27
Millersville U/PA	891,073	7,247	122.96
Suny-C/Cortland	363,474	7,173	50.67
U of Bloomsburg/PA	1,330,335	6,936	191.80
Kutztown U/PA	518,812	6,873	75.49
North Florida U	1,479,262	6,856	215.76
South Dakota State U/SD	2,007,500	6,723	298.60
West Florida U	627,411	6,632	94.63
Washburn U/Topeka	4,118,099	6,483	635.23
Suny-C/Plattsburgh	542,182	6,448	84.09
Shippensburg U/PA	1,004,994	6,438	156.10
Edinboro U/PA	1,259,092	6,409	196.46
Winona State U/MN	940,314	6,400	146.92
West Georgia C	489,069	6,396	76.46

Moorhead State U	561,745	6,317	88.93
California U/PA	2,075,425	6,300	329.43
Michigan Tech U	4,009,276	6,187	648.02
Clarion U/PA	749,788	6,183	121.27
Fitchburg State C/MA	363,632	6,113	59.49
North Carolina A&T State U	1,375,801	5,991	229.64
Suny-C/Empire	246,112	5,961	41.29
Western Carolina U	1,755,258	5,929	296.05
Thomas A. Edison State C	77,622	5,859	13.24
Suny-C/Oneonta	582,299	5,789	100.59
Saginaw Valley State C/MI	1,438,396	5,768	249.38
Charleston C	913,251	5,767	158.36
West Texas State U	1,528,359	5,742	266.17
Auburn U/Montgomery/AL	246,622	5,491	44.91
Emporia State U/KS	1,423,626	5,459	260.79
Pittsburg State U/KS	2,002,536	5,445	367.78
Texas A & I U	2,234,776	5,392	414.46
Suny-C/Geneseo	320,471	5,363	59.76
California State U/Stanislaus	541,305	5,357	101.05
Prairie View A & M U/TX	937,499	5,307	176.65
Tarleton State U/TX	270,213	5,243	51.54
Wisconsin/U of Parkside	198,787	5,152	38.58
Governors State U/IL	461,367	5,123	90.06
Stockton State C	262,014	5,122	51.15
Northwestern Missouri State U	650,169	5,100	127.48
Wisconsin/U of Green Bay	758,692	5,056	150.06
U of Baltimore/MD	988,111	5,009	197.27
Suny-C/Fredonia	304,456	5,000	60.89
Salisbury State C/MD	2,907,042	4,960	586.10
Missouri Southern State C	1,014,444	4,926	205.94
Westfield State C	75,768	4,800	15.79
Bemidji State U/MN	562,766	4,760	118.23
Midwestern State U	701,692	4,740	148.04
California State C/Bakersfield	636,345	4,649	136.88
Southern Indiana U	553,931	4,624	119.79
Augusta C/GA	2,323,548	4,461	520.86
Christopher Newport C	340,247	4,411	77.14
West Virginia State C	162,336	4,404	36.86
Suny-C/Potsdam	939,470	4,285	219.25
Georgia C	276,977	4,249	65.19
NH. U of-Keene SC	708,303	4,215	168.04
East Stroudsburg U/PA	556,556	4,192	132.77
Frostburg State C/MD	785,577	4,186	187.67
Eastern Connecticut State U	325,908	4,000	81.48
Suny-C/Old Westbury	17,248	3,946	4.37

Eastern Montana C	1,097,332	3,926	279.50
NH. U of Plymouth SC	126,624	3,924	32.27
Francis Marion C	385,924	3,864	99.88
Texas U of Tyler	1,508,624	3,681	409.84
Mary Washington C	987,230	3,352	294.52
NC at Asheville U	761,512	3,153	241.52
Longwood C	777,545	3,126	248.73
Bowie State C	255,116	3,074	82.99
U of Arkansas/Pine Bluff	132,650	3,057	43.39
SC at Spartanburg U	278,894	3,052	91.38
Armstrong State C/CO	774,501	3,051	253.85
Northern State C	790,220	3,029	260.88
Wayne State C	527,500	2,986	176.66
Southern Utah State C	1,602,000	2,950	543.05
Mansfield U/PA	225,388	2,748	82.02
Southwest State U	665,335	2,748	242.12
Fayetteville State U	105,241	2,639	39.88
Alcorn State U	169,717	2,604	65.18
U of Montevalo/AL	1,002,573	2,584	387.99
Winston-Salem State U	296,757	2,558	116.01
Suny-C/Utica-Rome	372,923	2,490	149.77
Coppin State C	253,387	2,482	102.09
Delaware State C	169,597	2,389	70.99
U of Maine/Farmington	108,859	2,358	46.17
Adams State C/CO	276,330	2,337	118.23
Wisconsin/U of Superior	150,962	2,321	65.04
Chadron State C	182,793	2,192	83.39
Southern Arkansas U	466,056	2,145	217.28
Black Hills State C	90,000	2,139	42.08
Texas U of Permian Basin	624,093	2,132	292.73
North Adams State C	60,599	2,100	28.86
Kentucky State U	654,511	2,082	314.37
Castleton State C	92,910	1,757	52.88
Elizabeth City State U	281,632	1,583	177.91
Cheyney U/PA	72,490	1,361	53.26

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 5

Alphabetical Listing With Endowment Comparisons

	ENDOWMENT FY 1988	ENDOWMENT FY 1987
Adams State C/CO	585,036	698,893
Alaska U/Fairbanks	3,314,593	
Alcorn State U	1,868,543	
Appalachian State U	10,181,538	10,889,200
Arkansas State U	5,538,283	4,952,151
U of Arkansas/Little Rock	3,439,929	3,310,964
U of Arkansas/Pine Bluff	1,193,020	
Armstrong State C/CO	125,838	132,132
Auburn U/Montgomery/AL	5,117,429	3,549,739
Augusta C/GA	3,315,413	1,541,642
U of Baltimore/MD	4,399,796	5,734,003
Bemidji State U/MN		
Black Hills State C	523,113	
U of Bloomsburg/PA		
Boise State U	8,011,395	
Bowie State C	5,450	
California State C/Bakersfield	1,001,471	855,000
California State U/Chico	4,616,046	4,200,000
California State U/Humboldt	2,197,758	1,456,450
California State U/LongBeach	2,907,251	2,468,905
California State U/Northridge	8,087,964	7,900,000
California State U/Pomona		
California State U/Sacramento	661,872	
California State U/San Bernadino	645,932	656,796
California State U/San Diego	13,612,859	11,120,291
California State U/San Francisco	1,275,637	1,284,677
California State U/San Luis Obispo	8,780,192	8,867,701
California State U/Sonoma	480,775	487,850
California State U/Stanislaus	323,672	184,120
California U/PA	400,000	
Castleton State C	262,925	
Central Connecticut State U		
U of Central Florida	9,749,225	8,579,688
Central Michigan U	3,764,712	3,298,244
Central Missouri State U	3,540,835	

Central Washington U	3,119,000	
Chadron State C	1,342,106	
Charleston C	3,500,000	
Cheyney U/PA	1,000,694	
Christopher Newport C	936,711	
Clarion U/PA	1,240,476	1,000,314
Coppin State C	368,770	
Cuny/City C	17,945,798	
Cuny/Herbert H. Lehman C	2,056,095	
Delaware State C	1,154,688	
East Carolina U	10,068,324	1,369,859
East Stroudsburg U/PA	349,353	225,000
East Tennessee State U	3,003,079	2,786,818
Eastern Connecticut State U	181,895	156,600
Eastern Illinois U	4,615,162	4,255,741
Eastern Michigan U	6,046,818	5,979,794
Eastern Montana C	1,111,000	
Edinboro U/PA	431,923	357,000
Elizabeth City State U	102,000	
Emporia State U/KS	12,034,390	10,994,845
Fayetteville State U	1,121,460	
Fitchburg State C/MA	1,744,330	1,833,707
Francis Marion C	2,266,384	
Frostburg State C/MD	465,049	453,760
George Mason U/VA	12,177,545	2,114,086
Georgia C	2,109,973	2,085,218
Georgia Southern C	1,355,465	1,007,128
Governors State U/IL	72,227	63,289
Grand Valley State C/MI	5,968,000	5,786,000
Indiana U/PA	2,899,972	5,297,679
James Madison U	6,246,482	5,245,685
Kennesaw C	837,000	
Kentucky State U	2,137,594	
Kutztown U/PA	801,844	637,964
Lamar U/TX	2,524,128	2,524,090
Longwood C	4,902,339	
U of Maine/Farmington	1,221,000	
Mankato State U/MN	1,759,264	1,444,535
Mansfield U/PA	794,791	779,861
Marshall U/WV	8,059,159	7,267,588
Mary Washington C	7,500,000	
Michigan Tech U	2,746,196	
Midwestern State U	3,407,100	5,316,495
Millersville U/PA	1,369,587	1,244,410
Missouri Southern State C	815,747	

U of Montevalo/AL	1,057,402	1,263,790
Moorhead State U	5,430	5,204
Murray State U	5,332,474	4,265,593
NH. U of-Keene SC	330,518	
NH. U of Plymouth SC	336,190	
North Adams State C		
North Carolina A&T State U	791,788	787,978
NC at Asheville U	2,008,226	
NC at Charlotte U	11,281,770	
North Florida U	332,552	
Northeastern State U		
U of Northern Iowa	662,140	662,140
Northern State C	1,049,020	
Northwestern Missouri State U	2,552,000	2,500,000
Oakland U/MI	2,779,817	2,672,000
Pan American U/TX	5,137,908	1,015,570
Pittsburg State U/KS	5,178,341	4,965,907
Prairie View A & M U/TX	1,839,310	1,457,356
Radford U	1,272,656	
Saginaw Valley State C/MI	1,775,720	1,297,901
St. Cloud State U/MN	833,678	691,274
Salisbury State C/MD		
Shippensburg U/PA	2,821,152	2,622,254
SC at Spartanburg U	269,266	
South Dakota State U/SD	21,158,242	13,947,376
Southeast Missouri State U/MO	2,596,865	2,804,267
Southeastern Massachusetts U/MA	1,644,413	1,396,281
Southern Arkansas U	5,041,790	
Southern Indiana U		
U of Southern Maine/ME	1,229,905	1,185,090
Southern Utah State C	1,500,000	
Southwest Missouri State U/MO	3,167,393	2,341,253
Southwest State U	1,345,063	
Stockton State C	264,996	
Suny-C/Brockport	577,044	567,758
Suny-C/Buffalo	1,436,612	1,565,822
Suny-C/Cortland	1,356,575	1,562,190
Suny-C/Fredonia	967,222	802,273
Suny-C/Geneseo	536,642	425,000
Suny-C/New Paltz	796,753	
Suny-C/Old Westbury	47,155	
Suny-C/Oneonta	3,192,697	2,706,184
Suny-C/Oswego	541,000	518,972
Suny-C/Plattsburgh	2,431,987	2,969,644
Suny-C/Potsdam	2,453,000	2,225,507

Suny-C/Utica-Rome	170,000	207,910
Suny-C/Empire	1,059,921	
Tarleton State U/TX	3,351,947	3,295,649
Texas A & I U	1,979,963	1,926,756
Texas U of El Paso	21,298,972	20,152,514
Texas U of Permian Basin	3,335,469	3,030,863
Texas U of San Antonio	4,628,475	2,649,594
Texas U of Tyler	13,904,391	13,170,870
Thomas A. Edison State C		
Towson State U	827,059	764,473
Troy State U	11,097,513	
Washburn U/Topeka	29,577,391	
Wayne State C	1,061,835	
West Chester U/PA	774,855	514,000
West Florida U	5,450,553	4,795,704
West Georgia C	804,473	732,139
West Texas State U	4,690,636	
West Virginia State C		
Western Carolina U	1,525,653	823,113
Western Illinois U	2,425,858	2,919,178
Western Washington U	410,000	
Westfield State C		
Winona State U/MN	1,897,930	1,767,553
Winston-Salem State U		
Wisconsin/U of Green Bay	511,230	1,960,719
Wisconsin/U of Oshkosh	2,168,493	1,971,282
Wisconsin/U of Parkside	195,500	
Wisconsin/U of Stout	150,228	123,040
Wisconsin/U of Superior	3,543,319	3,710,474
Wright State U	10,946,634	8,623,439

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 6

Endowment Measured In Terms Of Dollars Per Student

	Endowment FY 1988	Enrollment	Dollars Student
Adams State C/CO	585,036	2,337	250.34
Alaska U/Fairbanks	3,314,593	7,789	425.55
Alcorn State U	1,868,543	2,604	717.57
Appalachian State U	10,181,538	11,672	872.30
Arkansas State U	5,538,283	8,688	637.46
U of Arkansas/Little Rock	3,439,929	10,141	339.21
U of Arkansas/Pine Bluff	1,193,020	3,057	390.26
Armstrong State C/CO	125,838	3,051	41.24
Auburn U/Montgomery/AL	5,117,429	5,491	931.97
Augusta C/GA	3,315,413	4,461	743.20
U of Baltimore/MD	4,399,796	5,009	878.38
Bemidji State U/MN		4,760	
Black Hills State C	523,113	2,139	244.56
U of Bloomsburg/PA		6,936	
Boise State U	8,011,395	11,419	701.58
Bowie State C	5,450	3,074	1.77
California State C/Bakersfield	1,001,471	4,649	215.42
California State U/Chico	4,616,046	15,434	299.08
California State U/Humboldt	2,197,758	7,716	284.83
California State U/LongBeach	2,907,251	34,926	83.24
California State U/Northridge	8,087,964	30,105	268.66
California State U/Pomona		17,679	
California State U/Sacramento	661,872	25,153	26.31
California State U/San Bernadino	645,932	9,673	66.78
California State U/San Diego	13,612,859	36,280	375.22
California State U/San Francisco	1,275,637	28,151	45.31
California State U/San Luis Obispo	8,780,192	16,356	536.82
California State U/Sonoma	480,775	8,178	58.79
California State U/Stanislaus	323,672	5,357	60.42
California U/PA	400,000	6,300	63.49
Castleton State C	262,925	1,757	149.64
Central Connecticut State U		13,507	
U of Central Florida	9,749,225	17,398	560.36
Central Michigan U	3,764,712	17,070	220.55
Central Missouri State U	3,540,835	8,291	427.07

Central Washington U	3,119,000	7,286	428.08
Chadron State C	1,342,106	2,192	612.27
Charleston C	3,500,000	5,767	606.90
Cheyney U/PA	1,000,694	1,361	735.26
Christopher Newport C	936,711	4,411	212.36
Clarion U/PA	1,240,476	6,183	200.63
Coppin State C	368,770	2,482	148.58
Cuny/City C	17,945,798	13,880	1,292.92
Cuny/Herbert H. Lehman C	2,056,095	9,260	222.04
Delaware State C	1,154,688	2,389	483.34
East Carolina U	10,068,324	14,878	676.73
East Stroudsburg U/PA	349,353	4,192	83.34
East Tennessee State U	3,003,079	10,196	294.54
Eastern Connecticut State U	181,895	4,000	45.47
Eastern Illinois U	4,615,162	10,761	428.88
Eastern Michigan U	6,046,818	23,079	262.01
Eastern Montana C	1,111,000	3,926	282.99
Edinboro U/PA	431,923	6,409	67.39
Elizabeth City State U	102,000	1,583	64.43
Emporia State U/KS	12,034,390	5,459	2,204.50
Fayetteville State U	1,121,460	2,639	424.96
Fitchburg State C/MA	1,744,330	6,113	285.35
Francis Marion C	2,266,384	3,864	586.54
Frostburg State C/MD	465,049	4,186	111.10
George Mason U/VA	12,177,545	18,112	672.35
Georgia C	2,109,973	4,249	496.58
Georgia Southern C	1,355,465	8,766	154.63
Governors State U/IL	72,227	5,123	14.10
Grand Valley State C/MI	5,968,000	8,948	666.96
Indiana U/PA	2,899,972	13,405	216.34
James Madison U	6,246,482	9,665	646.30
Kennesaw C	837,000	7,946	105.34
Kentucky State U	2,137,594	2,082	1,026.70
Kutztown U/PA	801,844	6,873	116.67
Lamar U/TX	2,524,128	13,947	180.98
Longwood C	4,902,339	3,126	1,568.25
U of Maine/Farmington	1,221,000	2,358	517.81
Mankato State U/MN	1,759,264	15,385	114.35
Mansfield U/PA	794,791	2,748	289.23
Marshall U/WV	8,059,159	12,030	669.92
Mary Washington C	7,500,000	3,352	2,237.47
Michigan Tech U	2,746,196	6,187	443.87
Midwestern State U	3,407,100	4,740	718.80
Millersville U/PA	1,369,587	7,247	188.99
Missouri Southern State C	815,747	4,926	165.60

U of Montevalo/AL	1,057,402	2,584	409.21
Moorhead State U	5,430	6,317	
Murray State U	5,332,474	7,376	722.95
NH. U of-Keene SC	330,518	4,215	78.41
NH. U of Plymouth SC	336,190	3,924	85.68
North Adams State C		2,100	
North Carolina A&T State U	791,788	5,991	132.16
NC at Asheville U	2,008,226	3,153	636.93
NC at Charlotte U	11,281,770	10,181	1,108.12
North Florida U	332,552	6,856	48.51
Northeastern State U		8,425	
U of Northern Iowa	662,140	11,431	57.92
Northern State C	1,049,020	3,029	346.33
Northwestern Missouri State U	2,552,000	5,100	500.39
Oakland U/MI	2,672,000	12,532	213.21
Pan American U/TX	5,137,908	12,571	408.71
Pittsburg State U/KS	5,178,341	5,445	951.93
Prairie View A & M U/TX	1,839,310	5,307	346.58
Radford U	1,272,656	8,122	156.69
Saginaw Valley State C/MI	1,775,720	5,768	307.86
St. Cloud State U/MN	833,678	15,520	53.72
Salisbury State C/MD		4,960	
Shippensburg U/PA	2,821,152	6,438	43.83
SC at Spartanburg U	269,266	3,052	88.23
South Dakota State U/SD	21,158,242	6,723	3,147.14
Southeast Missouri State U/MO	2,596,865	8,785	295.60
Southeastern Massachusetts U/MA	1,644,413	7,824	210.18
Southern Arkansas U	5,041,790	2,145	2,350.48
Southern Indiana U		4,624	
U of Southern Maine/ME	1,229,905	9,546	128.84
Southern Utah State C	1,500,000	2,950	508.47
Southwest Missouri State U/MO	3,167,393	16,585	190.98
Southwest State U	1,345,063	2,748	489.47
Stockton State C	264,996	5,122	51.74
Suny-C/Brockport	577,044	8,148	70.82
Suny-C/Buffalo	1,436,612	12,051	119.21
Suny-C/Cortland	1,356,575	7,173	189.12
Suny-C/Fredonia	967,222	5,000	193.44
Suny-C/Geneseo	536,642	5,363	100.06
Suny-C/New Paltz	796,753	8,105	98.30
Suny-C/Old Westbury	47,155	3,946	11.95
Suny-C/Oneonta	3,192,697	5,789	551.51
Suny-C/Oswego	541,000	8,300	65.18
Suny-C/Plattsburgh	2,431,987	6,448	377.17
Suny-C/Potsdam	2,453,000	4,285	572.46

Suny-C/Utica-Rome	170,000	2,490	68.22
Suny-C/Empire	1,059,921	5,961	177.81
Tarleton State U/TX	3,351,947	5,243	639.32
Texas A & I U	1,979,963	5,392	367.20
Texas U of El Paso	21,298,972	14,056	1,515.29
Texas U of Permian Basin	3,335,469	2,132	1,564.48
Texas U of San Antonio	4,628,475	13,134	352.40
Texas U of Tyler	13,904,391	3,681	3,777.34
Thomas A. Edison State C		5,859	
Towson State U	827,059	15,397	53.72
Troy State U	11,097,513	13,234	838.56
Washburn U/Topeka	29,577,391	6,483	4,562.30
Wayne State C	1,061,835	2,986	355.60
West Chester U/PA	774,855	11,311	68.50
West Florida U	5,450,553	6,632	821.86
West Georgia C	804,473	6,396	125.78
West Texas State U	4,690,636	5,742	816.90
West Virginia State C		4,404	
Western Carolina U	1,525,653	5,929	257.32
Western Illinois U	2,425,858	12,698	191.04
Western Washington U	410,000	9,559	42.89
Westfield State C		4,800	
Winona State U/MN	1,897,930	6,400	296.55
Winston-Salem State U		2,558	
Wisconsin/U of Green Bay	511,230	5,056	101.11
Wisconsin/U of Oshkosh	2,168,493	11,800	183.77
Wisconsin/U of Parkside	195,500	5,152	37.95
Wisconsin/U of Stout	150,228	7,544	19.91
Wisconsin/U of Superior	3,543,319	2,321	1,526.63
Wright State U	10,946,634	17,066	641.43

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 7

Rank Of Endowment By Total Dollars

	Endowment FY 1988	Enrollment	Dollars Student
Washburn U/Topeka	29,577,391	6,483	4,562.30
Texas U of El Paso	21,298,972	14,056	1,515.29
South Dakota State U/SD	21,158,242	6,723	3,147.14
Cuny/City C	17,945,798	13,880	1,292.92
Texas U of Tyler	13,904,391	3,681	3,777.34
California State U/San Diego	13,612,859	36,280	375.22
George Mason U/VA	12,177,545	18,112	672.35
Emporia State U/KS	12,034,390	5,459	2,204.50
NC at Charlotte U	11,281,770	10,181	1,108.12
Troy State U	11,097,513	13,234	838.56
Wright State U	10,946,634	17,066	641.43
Bemidji State U/MN		4,760	
Appalachian State U	10,181,538	11,672	872.30
U of Bloomsburg/PA		6,936	
East Carolina U	10,068,324	14,878	676.73
U of Central Florida	9,749,225	17,398	560.36
California State U/San Luis Obispo	8,780,192	16,356	536.82
California State U/Northridge	8,087,964	30,105	268.66
Marshall U/WV	8,059,159	12,030	669.92
Boise State U	8,011,395	11,419	701.58
Mary Washington C	7,500,000	3,352	2,237.47
California State U/Pomona		17,679	
James Madison U	6,246,482	9,665	646.30
Eastern Michigan U	6,046,818	23,079	262.01
Grand Valley State C/MI	5,968,000	8,948	666.96
Arkansas State U	5,538,283	8,688	637.46
West Florida U	5,450,553	6,632	821.86
Murray State U	5,332,474	7,376	722.95
Pittsburg State U/KS	5,178,341	5,445	951.03
Pan American U/TX	5,137,908	12,571	408.71
Auburn U/Montgomery/AL	5,117,429	5,491	931.97
Central Connecticut State U		13,507	
Southern Arkansas U	5,041,790	2,145	2,350.48
Longwood C	4,902,339	3,126	1,568.25
West Texas State U	4,690,636	5,742	816.90

Texas U of San Antonio	4,628,475	13,134	352.40
California State U/Chico	4,616,046	15,434	299.08
Eastern Illinois U	4,615,162	10,761	428.88
U of Baltimore/MD	4,399,796	5,009	878.38
Central Michigan U	3,764,712	17,070	220.55
Wisconsin/U of Superior	3,543,319	2,321	1,526.63
Central Missouri State U	3,540,835	8,291	427.07
Charleston C	3,500,000	5,767	606.90
U of Arkansas/Little Rock	3,439,929	10,141	339.21
Midwestern State U	3,407,100	4,740	718.80
Tarleton State U/TX	3,351,947	5,243	639.32
Texas U of Permian Basin	3,335,469	2,132	1,564.48
Augusta C/GA	3,315,413	4,461	743.20
Alaska U/Fairbanks	3,314,593	7,789	425.55
Suny-C/Oneonta	3,192,697	5,789	551.51
Southwest Missouri State U/MO	3,167,393	16,585	190.98
Central Washington U	3,119,000	7,286	428.08
East Tennessee State U	3,003,079	10,196	294.54
California State U/LongBeach	2,907,251	34,926	83.24
Indiana U/PA	2,899,972	13,405	216.34
Shippensburg U/PA	2,821,152	6,438	43.83
Michigan Tech U	2,746,196	6,187	443.87
Oakland U/MI	2,672,000	12,532	213.21
Southeast Missouri State U/MO	2,596,865	8,785	295.60
Northwestern Missouri State U	2,552,000	5,100	500.39
Lamar U/TX	2,524,128	13,947	180.98
Suny-C/Potsdam	2,453,000	4,285	572.46
Suny-C/Plattsburgh	2,431,987	6,448	377.17
Western Illinois U	2,425,858	12,698	191.04
Francis Marion C	2,266,384	3,864	586.54
California State U/Humboldt	2,197,758	7,716	284.83
Wisconsin/U of Oshkosh	2,168,493	11,800	183.77
Kentucky State U	2,137,594	2,082	1,026.70
Georgia C	2,109,973	4,249	496.58
Cuny/Herbert H. Lehman C	2,056,095	9,260	222.04
NC at Asheville U	2,008,226	3,153	636.93
Texas A & I U	1,979,963	5,392	367.20
Winona State U/MN	1,897,930	6,400	296.55
Alcorn State U	1,868,543	2,604	717.57
Prairie View A & M U/TX	1,839,310	5,307	346.58
Saginaw Valley State C/MI	1,775,720	5,768	307.86
Mankato State U/MN	1,759,264	15,385	114.35
Fitchburg State C/MA	1,744,330	6,113	285.35
Southeastern Massachusetts U/MA	1,644,413	7,824	210.18
Western Carolina U	1,525,653	5,929	257.32

Southern Utah State C	1,500,000	2,950	508.47
Suny-C/Buffalo	1,436,612	12,051	119.21
Millersville U/PA	1,369,587	7,247	188.99
Suny-C/Cortland	1,356,575	7,173	189.12
Georgia Southern C	1,355,465	8,766	154.63
North Adams State C		2,100	
Southwest State U	1,345,063	2,748	489.47
Chadron State C	1,342,106	2,192	612.27
California State U/San Francisco	1,275,637	28,151	45.31
Radford U	1,272,656	8,122	156.69
Northeastern State U		8,425	
Clarion U/PA	1,240,476	6,183	200.63
U of Southern Maine/ME	1,229,905	9,546	128.84
U of Maine/Farmington	1,221,000	2,358	517.81
U of Arkansas/Pine Bluff	1,193,020	3,057	390.26
Delaware State C	1,154,688	2,389	483.34
Fayetteville State U	1,121,460	2,639	424.96
Eastern Montana C	1,111,000	3,926	282.99
Wayne State C	1,061,835	2,986	355.60
Suny-C/Empire	1,059,921	5,961	177.81
U of Montevalo/AL	1,057,402	2,584	409.21
Salisbury State C/MD		4,960	
Northern State C	1,049,020	3,029	346.33
California State C/Bakersfield	1,001,471	4,649	215.42
Cheyney U/PA	1,000,694	1,361	735.26
Suny-C/Fredonia	967,222	5,000	193.44
Christopher Newport C	936,711	4,411	212.36
Kennesaw C	837,000	7,946	105.34
Southern Indiana U		4,624	
St. Cloud State U/MN	833,678	15,520	53.72
Towson State U	827,059	15,397	53.72
Missouri Southern State C	815,747	4,926	165.60
West Georgia C	804,473	6,396	125.78
Kutztown U/PA	801,844	6,873	116.67
Suny-C/New Paltz	796,753	8,105	98.30
Mansfield U/PA	794,791	2,748	289.23
North Carolina A&T State U	791,788	5,991	132.16
West Chester U/PA	774,855	11,311	68.50
U of Northern Iowa	662,140	11,431	57.92
California State U/Sacramento	661,872	25,153	26.31
California State U/San Bernadino	645,932	9,673	66.78
Adams State C/CO	585,036	2,337	250.34
Suny-C/Brockport	577,044	8,148	70.82
Suny-C/Oswego	541,000	8,300	65.18
Suny-C/Geneseo	536,642	5,363	100.06

Black Hills State C	523,113	2,139	244.56
Wisconsin/U of Green Bay	511,230	5,056	101.11
California State U/Sonoma	480,775	8,178	58.79
Frostburg State C/MD	465,049	4,186	111.10
Edinboro U/PA	431,923	6,409	67.39
Western Washington U	410,000	9,559	42.89
California U/PA	400,000	6,300	63.49
Coppin State C	368,770	2,482	148.58
Thomas A. Edison State C		5,859	
East Stroudsburg U/PA	349,353	4,192	83.34
NH. U of Plymouth SC	336,190	3,924	85.68
North Florida U	332,552	6,856	48.51
NH. U of-Keene SC	330,518	4,215	78.41
California State U/Stanislaus	323,672	5,357	60.42
SC at Spartanburg U	269,266	3,052	88.23
Stockton State C	264,996	5,122	51.74
Castleton State C	262,925	1,757	149.64
West Virginia State C		4,404	
Wisconsin/U of Parkside	195,500	5,152	37.95
Eastern Connecticut State U	181,895	4,000	45.47
Suny-C/Utica-Rome	170,000	2,490	68.22
Westfield State C		4,800	
Wisconsin/U of Stout	150,228	7,544	19.91
Winston-Salem State U		2,558	
Armstrong State C/CO	125,838	3,051	41.24
Elizabeth City State U	102,000	1,583	64.43
Governors State U/IL	72,227	5,123	14.10
Suny-C/Old Westbury	47,155	3,946	11.95
Bowie State C	5,450	3,074	1.77
Moorhead State U	5,430	6,317	

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1988

Table 8

Rank Of Endowment By Dollars Per Student

	Endowment FY 1988	Enrollment	Dollars Student
Washburn U/Topeka	29,577,391	6,483	4,562.30
Texas U of Tyler	13,904,391	3,681	3,777.34
South Dakota State U/SD	21,158,242	6,723	3,147.14
Southern Arkansas U	5,041,790	2,145	2,350.48
Mary Washington C	7,500,000	3,352	2,237.47
Emporia State U/KS	12,034,390	5,459	2,204.50
Longwood C	4,902,339	3,126	1,568.25
Texas U of Permian Basin	3,335,469	2,132	1,564.48
Wisconsin/U of Superior	3,543,319	2,321	1,526.63
Texas U of El Paso	21,298,972	14,056	1,515.29
Cuny/City C	17,945,798	13,880	1,292.92
Bemidji State U/MN		4,760	
NC at Charlotte U	11,281,770	10,181	1,108.12
U of Bloomsburg/PA		6,936	
Kentucky State U	2,137,594	2,082	1,026.70
Pittsburg State U/KS	5,178,341	5,445	951.03
Auburn U/Montgomery/AL	5,117,429	5,491	931.97
U of Baltimore/MD	4,399,796	5,009	878.38
Appalachian State U	10,181,538	11,672	872.30
Troy State U	11,097,513	13,234	838.56
West Florida U	5,450,553	6,632	821.86
California State U/Pomona		17,679	
West Texas State U	4,690,636	5,742	816.90
Augusta C/GA	3,315,413	4,461	743.20
Cheyney U/PA	1,000,694	1,361	735.26
Murray State U	5,332,474	7,376	722.95
Midwestern State U	3,407,100	4,740	718.80
Alcorn State U	1,868,543	2,604	717.57
Boise State U	8,011,395	11,419	701.58
East Carolina U	10,068,324	14,878	676.73
George Mason U/VA	12,177,545	18,112	672.35
Central Connecticut State U		13,507	
Marshall U/WV	8,059,159	12,030	669.92
Grand Valley State C/MI	5,968,000	8,948	666.96
James Madison U	6,246,482	9,665	646.30

Wright State U	10,946,634	17,066	641.43
Tarleton State U/TX	3,351,947	5,243	639.32
Arkansas State U	5,538,283	8,688	637.46
NC at Asheville U	2,008,226	3,153	636.93
Chadron State C	1,342,106	2,192	612.27
Charleston C	3,500,000	5,767	606.90
Francis Marion C	2,266,384	3,864	586.54
Suny-C/Potsdam	2,453,000	4,285	572.46
U of Central Florida	9,749,225	17,398	560.36
Suny-C/Oneonta	3,192,697	5,789	551.51
California State U/San Luis Obispo	8,780,192	16,356	536.82
U of Maine/Farmington	1,221,000	2,358	517.81
Southern Utah State C	1,500,000	2,950	508.47
Northwestern Missouri State U	2,552,000	5,100	500.39
Georgia C	2,109,973	4,249	496.58
Southwest State U	1,345,063	2,748	489.47
Delaware State C	1,154,688	2,389	483.34
Michigan Tech U	2,746,196	6,187	443.87
Eastern Illinois U	4,615,162	10,761	428.88
Central Washington U	3,119,000	7,286	428.08
Central Missouri State U	3,540,835	8,291	427.07
Alaska U/Fairbanks	3,314,593	7,789	425.55
Fayetteville State U	1,121,460	2,639	424.96
U of Montevalo/AL	1,057,402	2,584	409.21
Pan American U/TX	5,137,908	12,571	408.71
U of Arkansas/Pine Bluff	1,193,020	3,057	390.26
Suny-C/Plattsburgh	2,431,987	6,448	377.17
California State U/San Diego	13,612,859	36,280	375.22
Texas A & I U	1,979,963	5,392	367.20
Wayne State C	1,061,835	2,986	355.60
Texas U of San Antonio	4,628,475	13,134	352.40
Prairie View A & M U/TX	1,839,310	5,307	346.58
Northern State C	1,049,020	3,029	346.33
U of Arkansas/Little Rock	3,439,929	10,141	339.21
Saginaw Valley State C/MI	1,775,720	5,768	307.86
California State U/Chico	4,616,046	15,434	299.08
Winona State U/MN	1,897,930	6,400	296.55
Southeast Missouri State U/MO	2,596,865	8,785	295.60
East Tennessee State U	3,003,079	10,196	294.54
Mansfield U/PA	794,791	2,748	289.23
Fitchburg State C/MA	1,744,330	6,113	285.35
California State U/Humboldt	2,197,758	7,716	284.83
Eastern Montana C	1,111,000	3,926	282.99
California State U/Northridge	8,087,964	30,105	268.66
Eastern Michigan U	6,046,818	23,079	262.01

Western Carolina U	1,525,653	5,929	257.32
Moorhead State U	5,430	6,317	
Adams State C/CO	585,036	2,337	250.34
Black Hills State C	523,113	2,139	244.56
Cuny/Herbert H. Lehman C	2,056,095	9,260	222.04
North Adams State C		2,100	
Central Michigan U	3,764,712	17,070	220.55
Indiana U/PA	2,899,972	13,405	216.34
California State C/Bakersfield	1,001,471	4,649	215.42
Oakland U/MI	2,672,000	12,532	213.21
Northeastern State U		8,425	
Christopher Newport C	936,711	4,411	212.36
Southeastern Massachusetts U/MA	1,644,413	7,824	210.18
Clarion U/PA	1,240,476	6,183	200.63
Suny-C/Fredonia	967,222	5,000	193.44
Western Illinois U	2,425,858	12,698	191.04
Southwest Missouri State U/MO	3,167,393	16,585	190.98
Suny-C/Cortland	1,356,575	7,173	189.12
Millersville U/PA	1,369,587	7,247	188.99
Wisconsin/U of Oshkosh	2,168,493	11,800	183.77
Lamar U/TX	2,524,128	13,947	180.98
Salisbury State C/MD		4,960	
Suny-C/Empire	1,059,921	5,961	177.81
Missouri Southern State C	815,747	4,926	165.60
Radford U	1,272,656	8,122	156.69
Georgia Southern C	1,355,465	8,766	154.63
Castleton State C	262,925	1,757	149.64
Coppin State C	368,770	2,482	148.58
Southern Indiana U		4,624	
North Carolina A&T State U	791,788	5,991	132.16
U of Southern Maine/ME	1,229,905	9,546	128.84
West Georgia C	804,473	6,396	125.78
Suny-C/Buffalo	1,436,612	12,051	119.21
Kutztown U/PA	801,844	6,873	116.67
Mankato State U/MN	1,759,264	15,385	114.35
Frostburg State C/MD	465,049	4,186	111.10
Kennesaw C	837,000	7,946	105.34
Wisconsin/U of Green Bay	511,230	5,056	101.11
Suny-C/Geneseo	536,642	5,363	100.06
Suny-C/New Paltz	796,753	8,105	98.30
SC at Spartanburg U	269,266	3,052	88.23
NH. U of Plymouth SC	336,190	3,924	85.68
East Stroudsburg U/PA	349,353	4,192	83.34
California State U/LongBeach	2,907,251	34,926	83.24
NH. U of-Keene SC	330,518	4,215	78.41

Suny-C/Brockport	577,044	8,148	70.82
West Chester U/PA	774,855	11,311	68.50
Suny-C/Utica-Rome	170,000	2,490	68.22
Edinboro U/PA	431,923	6,409	67.39
California State U/San Bernadino	645,932	9,673	66.78
Suny-C/Oswego	541,000	8,300	65.18
Elizabeth City State U	102,000	1,583	64.43
California U/PA	400,000	6,300	63.49
Thomas A. Edison State C		5,859	
California State U/Stanislaus	323,672	5,357	60.42
California State U/Sonoma	480,775	8,178	58.79
U of Northern Iowa	662,140	11,431	57.92
St. Cloud State U/MN	833,678	15,520	53.72
Towson State U	827,059	15,397	53.72
Stockton State C	264,996	5,122	51.74
North Florida U	332,552	6,856	48.51
Eastern Connecticut State U	181,895	4,000	45.47
West Virginia State C		4,404	
California State U/San Francisco	1,275,637	28,151	45.31
Shippensburg U/PA	2,821,152	6,438	43.83
Western Washington U	410,000	9,559	42.89
Westfield State C		4,800	
Armstrong State C/CO	125,838	3,051	41.24
Winston-Salem State U		2,558	
Wisconsin/U of Parkside	195,500	5,152	37.95
California State U/Sacramento	661,872	25,153	26.31
Wisconsin/U of Stout	150,228	7,544	19.91
Governors State U/IL	72,227	5,123	14.10
Suny-C/Old Westbury	47,155	3,946	11.95
Bowie State C	5,450	3,074	1.77

APPENDIX 3

PITTSBURG STATE UNIVERSITY

THE ANNUAL FUND AND THE CAPITAL CAMPAIGN

Pittsburg State University engages in two specific fund-raising programs. The first is the ANNUAL FUND and the second is the CAPITAL CAMPAIGN. All planning for the ANNUAL FUND is accomplished in the summer preceding the academic year. An Annual Development Conference is convened that includes the University officers (vice-presidents and academic deans), other selected University personnel including the Development Advisory Committee and the staff from the Division of Development and Public Relations. The President of the Pittsburg State University Foundation also attends the Annual Development Conference.

The CAMPAIGN FOR DISTINCTION is a comprehensive capital campaign which was announced in 1986. The Campaign was planned by special committes for each of the seven areas included in the effort. An overall Case Statement as well as specific Case Statements for each of the seven areas substantiates the needs.

THE ANNUAL FUND

The Annual Fund is the heart of the continuing private support of the University. It consists of the University Fund and the Athletic Fund. Each of these two has a distinct place in the efforts to secure private support for the University.

University Fund

There are several components of the University Fund as follows.

The Community Drive consists of a general solicitation of all faculty and staff, and the local community (in November). Corporate and foundation support outside Pittsburg and Kansas is also an important part of the University Fund.

The Direct Mail effort consists of three special mailings each year. The first in September is a letter from the University President giving a report on the University. The second letter in December goes to all who have not made a pledge or a gift by that time. The letter comes from the Foundation President. The third letter in March comes from the President

of the Alumni Association to all who have not made a pledge or gift by that time. The Department of Music also makes one special mailing to Friends of Music in the spring.

The Phonothon is conducted in February. It is an established group of Alumni and Friends who seem to prefer this contact. Some new non-donors are included for calling each year. There is some minimal overlap with the Community Drive.

The Athletic Fund

The Division of Development and Public Relations cooperates with the Department of Athletics in conducting the annual Athletic Fund drive. The Athletic Fund drive occurs in the later spring. Many in the community give both to the University Fund in the fall and the Athletic Fund in the spring. It would not be wise to combine these two fund-raising efforts.

THE CAPITAL CAMPAIGN FOR DISTINCTION

The Campaign For Distinction is the second area of development activity for the University. This is a one-time comprehensive capital campaign inaugurated in the spring of 1986 with a goal of $9,844,000. While several major donors have made gifts to the University for capital purposes to be used for endowed scholarships and facilities, the University has never gone to the local community in a capital campaign. In recent years, Pittsburg has supported capital campaigns for the hospital and for the YMCA.

The Campaign For Distinction is organized on a constituent basis of specially identified friends. There are three areas of this campaign that the community will be asked to consider in giving support. The University has decided to make the Athletic Capital Campaign (NOW IS THE TIME) the major community project at present. Because of high interest, the community will also be given the opportunity to support the special capital campaigns in Music and the FM Radio station. The remaining components of the Campaign For Distinction are largely constituent based in the alumni and special friends of the Schools involved (Arts and Sciences, Business and Economics, Education, and Technology and Applied Science). Strategic plans are formulated by each committee in conducting the CAMPAIGN FOR DISTINCTION.

12.11.86

APPENDIX 4

ORGANIZATIONS THAT CONTRIBUTED TO THE PSU FOUNDATION IN FY 1989

A.A.U.W.	300.00
Athletic General Schol. Drive	249.00
Bartlesville Community Center	120.00
Syndi Bierman Memorial Fund	25.00
The City Of Pittsburg	74.00
John C. Clark Scholarship Fund	1,762.00
College High Reunions	271.00
Faculty Association	545.00
Girard Music Club	25.00
Mr. Gary Mattson	500.00
Hutchinson Community College	800.00
Kansas City Soc Of Plastic Eng	1,500.00
Kansas Beta Sigma Phi	400.00
Millard Laing Donors	341.80
Harold Loy Award Fund	50.00
Misc Organizations	8,290.62
Ozark Gateway Audubon Society	100.00
Pittsburg Board Of Realtors	400.00
Pittsburg Centennial Choir	750.00
Pittsburg Chamber Of Commerce	524.00
Pittsburg Jaycees	100.00
Pittsburg Lions Club	150.00
Rotary Club Of Pittsburg	1,050.00
Psu Nursing Faculty	40.00
Raptor Reach Contributors	105.00
Southeast KS Library System	2,000.00
Tidd Memorial Donors	437.00
Twentieth Century Club	20.00
West Mineral Aerie #918 F O E	25.00
Wood Tech Endowment Donors	1,579.74
TOTAL	$22,534.16

APPENDIX 5

MATCHING COMPANIES THAT MATCHED CONTRIBUTIONS TO THE PSU FOUNDATION IN FY 1989

A T & T Long Lines Department	525.00
Abbott Laboratories Fund	50.00
Aetna Life & Casualty	42.92
Allied-Signal Foundation, Inc.	465.00
The Allstate Foundation	125.00
AMR/American Airlines Foundation	95.00
American Express Foundation	200.00
American States Life Insurance	100.00
Amoco Foundation, Inc.	850.00
AMP, Inc.	50.00
Anheuser-Busch Foundation	75.00
ARA Services	150.00
Arco Foundation	275.00
Arthur Andersen Foundation	200.00
Arthur Young Foundation	600.00
Ashland Oil Foundation, Inc.	200.00
Bank One	75.00
Bechtel Foundation	150.00
Beech Aircraft Foundation	50.00
The BF Goodrich Company	325.00
Boeing Company	925.00
Burlington Northern Foundation	100.00
Business Men's Assurance	100.00
Capital Holding Corporation	100.00
Caterpillar Foundation	250.00
Central and South West Foundation	37.50
Cheshire, A Videojet Company	25.00
Chevron U S A, Inc.	5,950.00
The Chrysler Corporation	185.00
Combustion Engineering, Inc.	100.00
Conoco, Inc.	850.00
Cooper Industries Foundation	75.00
The Cyclops Foundation	75.00
Deluxe Check Printers Foundation	300.00
Digital Equipment Corporation	20.00
Eli Lilly & Company	200.00
Emerson Electric Company	25.00
Employers Reinsurance Corporation	50.00
Enron Foundation Of Omaha	25.00
Ernst & Whinney Company	250.00
Exxon Education Foundation	8,700.00
Ford Motor Company	650.00
General Dynamics	100.00
General Foods Foundation, Inc.	350.00
Gilman Paper Company Foundation, Inc.	50.00
Hallmark Cards Incorporated	625.00
Hercules, Incorporated	180.00
Hewlett Packard Company	100.00
Honeywell Foundation	100.00

IBM Corporation	1,520.00
IDS Financial Services, Inc.	100.00
Interstate Brand Corporation	100.00
Johnson & Johnson Family Of Co.	50.00
Kansas City So. Industries, Inc.	1,730.00
Kerr-McGee Foundation, Inc.	100.00
Kraft, Inc.	100.00
Lincoln National Corporation	200.00
Marley Company	250.00
Martin K. Eby Construction Co.	50.00
Martin Marietta Corporation	500.00
Maupin Enterprises, Inc.	100.00
McDonnell Douglas Foundation	150.00
Merck Sharp & Dohme (MSD)	250.00
Merrill Lynch, Amer Petrofina	100.00
Missouri Public Service Company	50.00
Mobil Foundation, Inc.	300.00
Montgomery Ward	450.00
Murphy Oil U. S. A., Inc.	200.00
Mutual Of Omaha Insurance Company	425.00
N C R Foundation	200.00
North Supply Company	25.00
Northwest Orient	50.00
Northwestern Bell	25.00
Northwestern Mutual Life Insurance	300.00
Occidental Oil & Gas Char/Ftnd	1,100.00
Olin Corporation Charit Trust	100.00
Panhandle Eastern Pipe Line Co.	1,830.00
Peat Marwick Main & Company	200.00
Pennzoil Company	75.00
Pepsico Foundation	75.00
Pfizer, Inc.	50.00
Philip Morris Companies Inc.	200.00
Phillips Petroleum Company	2,740.00
PPG Industries Foundation	175.00
Price Waterhouse Foundation	385.00
Prudential Foundation	1,725.00
Revlon Foundation, Inc.	250.00
Rockwell International	150.00
Rubbermaid Incorporated	60.00
The Salomon Foundation, Inc.	250.00
Santa Fe Industries Foundation	100.00
Sara Lee Foundation	100.00
Sealright-Oswego Falls Foundation	1,050.00
Security Benefit Plan	50.00
Security Pacific Foundation	75.00
Shell Oil Company Foundation	100.00
Southwestern Bell	3,165.00
State Farm Company Foundation	100.00
Teledyne Foundation	200.00
Texaco, Inc.	1,250.00
Texas Instruments Fndn Corp.	425.00
Toyota Motor Sales USA, Inc.	200.00
Transamerica Foundation	1,000.00

Unocal Foundation	30.00
Union Pacific Corporation	100.00
United Telecommunications, Inc.	125.00
USX Foundation, Inc.	200.00
Warner-Lambert Company	50.00
Xerox Corporation	50.00
Yellow Freight System Foundation	350.00
Zurn Industries, Inc.	900.00
TOTAL	51,410.42

APPENDIX 6

BUSINESS CONTRIBUTORS FOR FY 1989

A-1 Tool & Machine, Inc.
Ace Hardware
Adrian Bank
Adrian Service Center
All-Quip Rental & Sales, Inc.
Alternate Fuels, Inc.
American Concrete Company, Inc.
American Multi-Cinema, Inc.
Angwin Ryan Stanley Inc.
Anthony Stevens Floral
Arco Pipeline Company
Askins Construction Company
B & H Construction Company Inc.
B & L Sheet Metal
B J's Salon
Baird Kurtz & Dobson
Baker's Pro-Print
Bank IV Pittsburg
Bank of Minden
Barbara's Photography
Barto's Enterprises
Bath - Naylor Funeral Home
Baumann Pool & Spa, Inc.
Beasley's, Inc.
Ms. Ann W. Beezley D.D.S.
Beitzinger's Hardware, Inc.
Vernon Berkey & S. Dean Papp
Bitner Realty Company
Bob's Grill
Boehm Madisen Lumber Company, Inc.
Bootlegger Bar & Grill
The Border
Bowlus School Supply, Inc.
Brenner Mortuary
Broadway Animal Hospital
Brunetti Retail Liquor
Bud's Jewelry
Bud's Pittsburg Tire, Inc.
Burris-Carson-Wall Funeral Homes
Carrol Ball Transport, Inc.
Cash Grain & Feed Company
Centennial Abstract Company, Inc.
Centennial Garage
Pichler's Chicken Annie's
Chicken Mary's
The Chrysler Corporation
City National Bank Pittsburg
Coldwell Banker Realty
Community National Bank
The Cornerstone

Crowell-Ash Drug Store
Data Technique
Dr. Kailash C. Dave
De Gasperi & Associates
Deill Construction Company, Inc.
Deplue's Mobile Court
William L. Dillon, M.D.
Dillons
Dillons Foods
Dixon Tire Company
Doc's Heating & A/C
Dungan Construction Company
Dyco Heat Seal Products
Earl Campbell Mfg. Company
Edward D. Jones & Company
Eleven-O-Six Drive In
Ellis Chiropractic Office
Empire District Electric Company
Ernie Williamson Music House
Evans Liquor Store
Everything Automotive Inc.
The Extra Inn
Farmers Group Inc.
First Federal Savings & Loan
First State Bank of Arma
First State Bank & Trust
Flame Training & Ed. Consult.
Forms One
Formstore Incorporated
Freddy Van's, Inc.
Spritzer's Frontenac Bakery
Gayden Shell Photography
Gemini Lacquers Inc.
Gilmore Plumbing And Heating
Girard Golf Association
Girard National Bank
Graphic Forms Services
Grassie's Retail Liquor Store
Mr. & Mrs. J. Gordon Gregory
The Grober Company
Gutteridge Pharmacy
Guy's Shop
H. A. M. Inc.
Hagman's, Inc.
Haiar & Schwery, Inc.
Harry's Cafe, Inc.
Hawk Enterprise
Heartland Realtors
Hensley's Music Service
The Heritage Agency
Hix Corporation
Holiday Inn Pittsburg
Holmstrom Enterprises
Robert S. Huebner M. D.

Huebner Motors, Inc.
The Hughes Agency
In Joplin Magazine Division
International Tours
Dr. Pratt Irby M. D.
J & M Service
J. Adams & Associates, Inc.
James Truck Line
Jayhawk Divers, Inc.
Jean Scene
Jerry's Hair Styles
Jim's Steak House
The Jock's Nitch
John's Sport Center Inc.
Johnson & Johnson Family Of Company
Jones Realty
K O A M Television Inc.
K W Brock Directories Inc
Kansas Teachers Credit Union
Kelly Truck Lines
Ken Bearly Motors Inc.
Kennetts Paint & Wallpaper Inc.
Kpl Gas Serivce
Kutz Music Company
Lake Country Books
Largent Insurance Agency
Leggett & Platt Incorporated
Liberty Cleaners
Lindburg Pharmacy
List & Clark Construction Company
Loy & Loy Pa
M & M Computer Service, Inc.
Mackie Clemens Fuel Company
Magic Mirror & Glass Company
The Mall Merchants Association
Mall Shopping Ctr Pittsburg
Malle Service & Supply
Martin K. Eby Const. Company
Mary B South
Massa Cattle Company, Inc.
Master Chemical Corporation
McCarthy's Pub
McDonald Photography
McDonald's Restaurants
Mc Jones And Lane Wood Assoc.
Dr. And Mrs. Clyde C. McKinney
Drs. James & Lee McLean
McLiney & Company
Dr. & Mrs. David L. McMillan
McNally Pittsburg, Inc.
Mel's Hickory House
Menghini & Menghini Attys
Menghini Bros Distr Inc.
Merck Sharp & Dohme (Msd)

Mid America Fed Sav & Loan
Mid America Fed Sav & Loan
Mid-America Sanitation Service
Midwest Minerals Inc.
Mike Loy And Company Cpa's
Dr. & Mrs. Dean Miller
Miller's Prof. Color Service
Miners State Bank
Mingori Retail Liquor
Misc Companies
Mitchell Contracting Company, Inc.
Monsour's Inc.
The Morning Sun
National Association Of Store
National Pizza Company
N C R Foundation
Neptune Radiator Serv/Car Wash
New York Life Ins.& Ann. Corp.
Dr. & Mrs. Rodney K. Odgers
Ok Auto Services
Oler Casey & Dennett C P A 's
O'malley Implement Company
Optimized Process Furnaces
Osage Products Company
Otto's Cafe
Pallucca & Sons Supermarket
Palmer & Whittier Attys At Law
Mr. S. Paranjothi M.D.
Parsons Commercial Bank
Parsons Sun
Mr. Thomas J. Payne
Payne's Truck Repair & Parts
Peabody Tectank
J. C. Penney Company, Inc.
Pepsi Cola Bottling Company
Phillips Petroleum Company
Pitsco Inc.
Pitt Plastics Inc.
Pittcraft Printing
Pittsburg Automotive Supply Company
Pittsburg Bus Station
Pittsburg Cable T V Inc.
Pittsburg Ford Mercury
Pittsburg Garden Of Memories
Pittsburg Pharmacy
Pittsburg Steel & Mfg Company Inc.
Pitzer Incorporated
Poli Tron, Inc.
Principal Mutual Life Insur Company
Quality Pest Control, Inc.
Radell Construction Company
Ralph Wilson Plastics Co.
Ramsay's
Ray Shepherd Motors, Inc.

Red Ball Pattern Shop, Inc.
Reda Thomas & Siegel Cpa's
Regents Honors Academy Schol.
Regier Carr Monroe & Wallace
Dr. Jack M. Richardson
Richey's Rexall Drug Store Inc.
Ron's Iga
S E K Backhoe Service
S E K Railroad
Samson Automotive Discount
Dr. Roger Schlemmer
Seybold Body And Paint
Slaybaugh Drug Company, Inc.
Mr. Woody D. Smith
S. P. E. North Texas Chapter
Society Of Mftg Engineers
Stafford Prier & Reichert
The Stoneman Company Ltd.
Super Eight Motel
Superior Industries Int'l Inc.
Superior Printing
Drs. Sarohd And Chantra Tang
Country Cove Supper Club, Inc.
Mr. Glen L. Tongier
The Town House
Tri-State Building And Supply
Howard S. Twichell Company, Inc.
Utermoehlen Trucking, Inc.
Valley Distributors, Inc.
James Van Becelaere Company, Inc.
Van Tassel, Inc.
Dr. Asha Verma
Vinylplex Incorporated
Walt Panneck Men's Wear
Wendy's Pittsburg
Mr. Mark A. Werner P. A.
Western Sizzlin Steak House
Wheeler & Mitchelson
White O'Conner & Werner P.A.
Wilbert & Towner
Mr. & Mrs. Carl R. Wood
Yerkes & Michels CPA
Dr. Charles F. Youvan
Dr. & Mrs. Kenneth P. Zabel

TOTAL AMOUNT RECEIVED $189,724.76

INKIND GIFT CONTRUBUTORS FOR FY 1989

AC Sales Company
Adobe, Inc.
American Honda
Auto Technology
Baldor Special Sales
Beaver Tools
Black & Decker
Bob's Heating & Air Condition
Brownie's Garage and Body Shop
Mr. & Mrs. Gary K. Carlat
Dr. & Mrs. William P. Carpino
Chevrolet Motor Division
Chrysler Motor Corporation
Coopers Animal Health, Inc.
Mr. & Mrs. Lyman D. Curran
Mr. Gene H. Degruson
Deluxe Check Printers
Diehl Machines
Earl Campbell Mfg. Co
Fish and Critters
Flint Ink Corporate
Fujitsu America Info Sys Div
Mr. & Mrs. Gary M. Helm
Sue Hippensteel
Mr. & Mrs. Shelby P. Horn
Ingersoll-Rand
The Jock's Nitch
Ms. Susan M. Johns
Julius Blum Inc.
K O A M Television Inc.
Lake Management Services
Leuco Tool Corporation
Axe Library
Mr. Barry Lynn Linduff
Menghini Bros Distr Inc.
Mission Clay Products
Mr. Carlat Stone Monser
Monsour's, Inc.
Motorola Technical Operation
Margaret F. Mulhall
Murry's Market
National Mills
National Pizza Company
Dr & Mrs Ernest H. Neighbor
Mr. Hermann F. Nonnenmacher
O'Sullivan Industries
Omron Electronics, Inc.
Onsrud Cutter Mfg. Company
Dr. & Mrs. James L. Pauley
Dr. Charles Paxon Jr.

Pepsi Cola Bottling Company
Dr. John R. Peterson D. D. S.
Porter-Cable Corporation
Ralph Wilson Plastics Co.
Hubert Reid
Ritter Manufacturing, Inc.
Seiler Instrument Company
Dr. & Mrs. Joseph G. Smoot
W. P. Stark Lumber
Temple-Inland
3 M Corporation
Timberline Software
Tobias Associates
Toyota Motor Sales Usa, Inc.
U. S. Awards, Inc.
Walker Brothers Millworks, Inc.
Mr. & Mrs. Roger S. Wood
Wood Technology
The X-Rite Corporation
Dr. & Mrs. Kenneth P. Zabel

TOTAL AMOUNT RECEIVED $312,966.19

APPENDIX 7

RESEARCH/GRANTS/CONTRACT ACTIVITY DURING FY 1989

INITIATION	FUNDING SOURCE	REQUESTS	STATUS
AS/BIOLOGY	Kansas Wildlife & Parks	1,161.36	Funded
AS/BIOLOGY	KS Water Resources Ins	19,221.00	Not Funded
AS/BIOLOGY	U.S. Fish & Wildlife	2,315.50	Not Funded
AS/BIOLOGY	Southwestern Bell Tele	50,000.00	Pending
AS/BIOLOGY	SEK Consvervation & Development Center	6,000.00	Funded
AS/BIOLOGY	National Science Found	28,990.00	Not Funded
AS/BIOLOGY	KU Medical Center/Uni	4,500.00	Funded
AS/BIOLOGY	Coopers Animal Health	12,000.00	Funded
AS/BIOLOGY	Kansas Dept of Health & Environment	17,348.00	Funded
AS/BIOLOGY	Kansas Dept Wildlife & Parks	13,000.00	Funded
AS/BIOLOGY	U.S. Bureau of Mines	760.00	Funded
AS/BIOLOGY	Kansas Dept of Health & Environment	17,348.00	Funded
AS/BIOLOGY	Burns and McDonnell	12,000.00	Pending
AS/ENGLISH	National Assn. for Foreign Student Affairs	960.00	Not Funded
AS/FLANG	Kansas Board of Regents	52,139.38	Funded
AS/HISTORY	Commission Bicentennial	21,073.00	Pending
AS/HOEC	Kansas Dept of Education	36,919.00	Not Funded
AS/HOEC	Kansas State Dept of Education	8,640.00	Funded
AS/MATH	National Science Found	68,906.00	Pending
AS/MUSIC	Kansas Arts Commission	3,500.00	Funded
AS/MUSIC	Kansas Arts Commission	985.00	Pending

AS/NURSING	Helene Fuld Health Trust	20,000.00	Funded
AS/NURSING	Wesley Foundation	65,862.00	Pending
AS/NURSING	U.S. Dept of Health & Human Services		Pending
BE/ECON	Kansas Electric Utilities Research Program	12,000.00	Funded
ED/HPER	KAHPERD	957.00	Funded
ED/HPER	KAHPERD	960.00	Funded
ED/PSYCH	U.S. Dept of Education	199,856.00	Pending
GR/GRAD	U.S. Dept of Education	603,068.00	Not Funded
TE/ETECH	Kansas Electric Utilities Research Program	2,433.60	Funded
TE/ETECH	National Science Found	64,545.00	Not Funded
TE/ETECH	Kansas Technology Enterprise Corporation	24,006.00	Not Funded
TE/ETECH	Kansas Technology Enterprise Corporation	33,080.00	Funded
TE/ETECH	Society of Manufacturing Engineers Education Found	8,295.00	Funded
TE/ETECH	Kansas Electric Utilities Research Program	13,000.00	Funded
TE/ETECH	Research Corporation		Not Funded
TE/IAED	General Motors	93,260.46	Funded
TE/IAT	Marathon Electric Manufacturing Corporation	4,000.00	Not Funded
TE/IAT	Racine Steel Castings	200.00	Withdrawn
TE/TECH	Gulf States Paper Corp	38,400.00	Pending
TE/TECH	Kansas Technology Enterprise Corporation	4,658.00	Not Funded
TE/TED	Ford Corporation	141,081.56	Not Funded
TE/TED	Kansas Dept of Education	6,540.00	Funded

TE/TED	Kansas State Dept of Education	18,000.00	Funded
TE/TED	Kansas Dept of Human Resourses	7,700.00	Funded
TE/TED	Kansas State Dept of Education	39,975.00	Funded
TE/TED	Kansas State Dept of Education	4,100.00	Funded

APPENDIX 8

LIST OF BEQUESTS TO PITTSBURG STATE UNIVERSITY

Date	Name of Estate	Amount Distributed	Purpose
01/10/57	Barney Baker	$ 8,745.82	Scholarships
	TOTAL FY 1957	$ 8,745.82	
04/08/63	Lillian Bell	$ 1,500.00	United Student Aid Funds
	TOTAL FY 1963	$ 1,500.00	
12/04/63	Hazel Cook Spencer	$ 3,000.00	Natl. Defense Student Loans
01/13/64	Ann Dellinger	5,000.00	Added to principal of an already established Otis Polk Dellinger Fund
	TOTAL FY 1964	$ 8,000.00	
03/04/65	Jessie M. Overman	$ 9,504.54	Elbert Overman (her son) Scholarship Fund
06/24/65	Mary Kern Martin	2,920.79	Home Economics Scholarship
	TOTAL FY 1965	$ 12,425.33	
10/06/70	Margaret Coventry	$ 2,000.00	Home Economics & Chemistry Scholarships
06/10/71	Clyde & Fern Phillips	6,000.00	School of Education Schol.
	TOTAL FY 1971	$ 8,000.00	
10/00/71	F.W./Pearl Brinkeroff	$ 10,000.00	History Scholarships
11/00/71	Andrew Brooks	35,047.83	Unrestricted
	TOTAL FY 1972	$ 45,047.83	
11/13/72	Jay N. Patmor	$ 5,000.00	Memorial fund in honor of his mother, B.A. Patmor Used for loans or grants
12/20/72	Iva Leist Pennington	500.00	Deposited in Clyde Leist Biology Scholarship Fund
	TOTAL FY 1973	$ 5,500.00	

11/14/73	Dorothy M. McPherson	$463,419.00	Construction of the McPherson Nursing Bldg.
01/07/74	Albert B. Norwood	2,561.82	Albert & Cora Reese Norwood Memorial Schol. and Loan Fund
02/08/74	Pearl Brinkeroff	4,536.10	History Scholarship
	TOTAL FY 1974	$470,517.00	
07/08/74	Cash M. Russ	$ 5,375.74	Student Loan Fund
12/00/74	Ruth R. Luecke	500.00	
	TOTAL FY 1975	$ 5,875.74	
09/15/75	Cash M. Russ	$ 978.49	Student Loan Fund
	TOTAL FY 1976	$ 978.49	
02/00/77	Maude Potts Wilcox	$ 10,000.00	Scholarships
	TOTAL FY 1977	$ 10,000.00	
07/00/77	Cash M. Russ	$ 5,375.74	Student Loan Funds
04/27/78	Alberta M. Bertino	3,123.22	Scholarship
	TOTAL FY 1978	$ 8,498.96	
11/17/78	Bonnie Stuart	$ 5,000.00	John F. Beasley Fund
04/00/79	Jane Carroll	6,814.58	Jane Carroll Scholarship in Education
	TOTAL FY 1979	$ 11,814.58	
08/00/79	Jack Borders	$ 52,000.00	Scholarship in honor of VanHercke sisters
10/00/79	Alice F. Pelsma	5,000.00	Debate Scholarship in honor of John & Alice Pelsma
10/08/79	Norman E. Saxer	2,000.00	Norman Saxer Memorial Scholarship Fund
12/18/79	Jack Borders	100,000.00	VanHercke Memorial Sch.
01/28/80	Jack Borders	52,000.00	VanHercke Memorial Sch.
	TOTAL FY 1980	$211,000.00	

07/31/80	Jack Borders	$ 36,000.00	VanHercke Memorial Sch.
10/02/80	Jack Borders	40,000.00	VanHercke Memorial Sch.
01/00/81	Miss Mattie Bogue*	2,000.00	Testamentary trust that pays $100 per year for 20 years
	TOTAL FY 1981	$ 78,000.00	
07/21/81	E. Louise Gibson	$ 7,000.00	Louise Gibson Home Ec Sch.
07/26/81	Jack Borders	36,000.00	VanHercke Memorial Sch.
10/04/81	Belle Provorse	6,000.00	Business Dept. Scholarship
10/21/81	Ethel Atkinson	9,263.45	Nursing Degree Program
12/19/81	Jack Borders	20,000.00	VanHercke Memorial Sch.
01/14/82	Jack Borders	28,474.49	VanHercke Memorial Sch.
	TOTAL FY 1982	$106,737.94	
08/12/82	Nellie E. Knight	$ 39,802.24	Scholarship Fund
01/04/83	Geneva R. Conner	5,000.00	Scholarship
01/11/83	Isadore DeLappe **	5,000.00	Isadore DeLappe Nursing Sch
01/11/83	Isadore DeLappe **	25,000.00	Isadore DeLappe General Sch
04/19/83	Jack Borders	294.98	
	TOTAL FY 1983	$ 75,097.22	
10/19/83	Mary Molek	$ 42,314.58	Special Collections/Library
06/20/84	Kathryn S. Woody	39,358.44	Scholarship
	TOTAL FY 1984	$ 81,673.02	
02/21/85	Delores D. Bachman	$ 7,790.17	Social Work Dept. Sch.
04/02/85	Elizabeth Cochran	800.00	Went into established endowed fund
	TOTAL FY 1985	$ 8,590.17	
07/23/85	Jack Borders	$ 1,555.19	VanHercke Memorial Sch.
12/09/85	Gladys Kelce Trust	100,000.00	Maintenance of Kelce Plan
05/21/86	Florence Toedman	5,000.00	
	TOTAL FY 1986	$106,555.19	

10/03/86	Martha Pate	$ 5,000.00	Music Scholarship
11/24/86	Elizabeth McFarland	9,030.78	General Loan Fund
01/00/87	Mr/Mrs Walter McCray	25,000.00	Virginia & Walter McCray Scholarship Fund
02/13/87	Frank Pierson	$ 28,106.23	Mathematics Scholarship
03/02/87	Mr/Mrs Walter McCray	20,000.00	McCray Music Scholarship
04/00/87	Mary Oberholtzer	102,000.00	Scholarships-Physical Science/Vocational Technical departments
05/07/87	Mary Oberholtzer	17,298.75	Scholarships-Physical Science or Vocational Technical Departments
	TOTAL FY 1987	$206,435.76	
07/21/87	Mary Oberholtzer	$111,088.77	Scholarships-Physical Science or Vocational Technical Departments
11/14/87	Mary Oberholtzer	4,528.76	Science or Vocational Technical Departments
07/27/87	Christine Dolechek	150,000.00	Unrestricted
10/15/87	Christine Dolechek	65,690.73	Unrestricted
04/27/88	Christine Dolechek	6,573.90	Unrestricted
12/10/87	Ida Calloway	2,000.00	Raptor Reach
05/06/88	Carl Brown	50,000.00	Unrestricted
	TOTAL FY 1988	$389,882.16	
12/23/88	Karen Compton	$ 69,110.97	Karen Compton Biology Sch.
12/23/88	Karen Compton	69,110.97	Harold Compton Engineer.
04/12/89	Isadore B. Delappe	1,708.01	Isadore Delappe Nursing Scholarship Fund
04/12/89	Isadore B. Delappe	1,708.01	Isadore Delappe Student Financial Aid Scholarship
07/14/88	Isadore B. Delappe	2,940.01	Isadore Delappe Student Financial Aid Scholarship
07/14/88	Isadore B. Delappe	2,940.01	Isadore Delappe Nursing Scholarship Fund
02/07/89	Leon C. Heckert	9,148.20	Heckert Research & End.
12/26/89	Leon C. Heckert	15,862.50	Heckert Research & End.
12/26/88	Leon C. Heckert	12,650.00	Heckert Research & End.
12/26/88	Leon C. Heckert	149,760.00	Heckert Research & End.
11/21/88	Lorna D. Howe	5,000.00	Lorna D. Howe Scholarship
03/24/89	John McCray	139.84	K H & W McCray Scholarship
10/06/88	John McCray	15,800.00	K H & W McCray Scholarship
08/22/88	Pauline Phillips	122,493.32	Pauline Phillips Sch.
05/24/89	Pauline Phillips	53.43	Pauline Phillips Sch.
04/12/89	Stella C. Ramsay	5,000.00	Stella Ramsay Trust
	TOTAL FY 1989	$483,425.27	

APPENDIX 9

Memorandum to: Participants in the 1989 Pittsburg State University Foundation Phonothon

From: Kenneth K. Bateman & Ralf J. Thomas

Subject: Report of the 1989 Pittsburg Phonothon

Listed below is a report of the day-by-day Phonothon results for 1989 in Pittsburg. It includes seventeen nights and four Sunday afternoons and evenings. Over 200 alumni, faculty, students and friends of the University volunteered their services to provide for another successful phonothon. Their assistance was greatly appreciated.

The average pledge this year from the Pittsburg Phonothon was $58.00 as compared to $55.00 for 1988. Those who increased their pledge by $25.00 over last year will be sent an 8" by 10" etching of Timmons Chapel suitable for framing.

Week	Total Calls Completed	Number Definite Pledges	Total Amt Pledges	No Def. Amount Given	Maybe's	Unable to Give
First						
Feb 12 (A)		104	$ 7,885.00			
12 (E)	427	216	17,675.00	36	12	59
13	201	115	5,360.00	16	6	64
14	202	88	5,725.00	25	13	76
15	183	86	3,956.00	15	20	62
16	172	116	6,975.00	11	11	34
Total	1,185	725	47,576.00	103	62	295
Second						
Feb 19 (A)		106	8,051.00			
19 (E)	419	175	12,970.00	42	24	72
20	163	97	3,735.00	7	11	48
21	136	78	4,421.00		10	48
22	154	117	5,335.00		3	34
23	147	93	4,612.00	22	6	26
Total	1,019	666	39,124.00	71	54	228
Third						
Feb 26 (A)		94	8,515.00			
26 (E)	431	197	9,470.00	18	43	79
27	193	121	3,926.00	15	15	42
28	157	84	4,465.00	20	16	37
Mar 1	156	98	4,220.00	1	18	39
2	182	100	3,990.00	16	28	38
Total	1,119	694	34,586.00	70	120	235

1989 Pittsburg Phonothon

Fourth Mar								
	5 (A)		88	$ 4,525.00			
	5 (E)	199	69	4,255.00	1	5	36
	6	111	95	9,575.00	0	4	12
Total		310	252	18,355.00	1	9	48
Clean Up		34	34	6,300.00			
Grand Total		3,667	2,371	145,941.00	245	245	806

This represents an increase of $7,185.00 over the 1988 Pittsburg Phonothon.

APPENDIX 10

RENOVATION OF CARNIE SMITH STADIUM AND BRANDENBURG FIELD

Pittsburg State University has completed three years of the Campaign For Distinction. Included in the Campaign is funding for intercollegiate athletics. It is expected that the Campaign will be successfully concluded at the end of the FY 1990 fiscal year. This report gives the progress to date in this portion of the Campaign For Distinction. In planning the Campaign, the Case Statement for intercollegiate athletics emphasized the need of keeping Pitt State athletics strong as the University began competition in the National Collegiate Athletic Association at the Division II level. The Campaign For Distinction addressed the needs for the renovation of Carnie Smith Stadium, newly named for its legendary football coach, and Brandenburg Field. The theme for the Athletic Capital Campaign was NOW IS THE TIME.

Pittsburg State University's athletic program has become an honored part of the history of the institution. Through the years, intercollegiate sports have provided opportunities for thousands of athletes to compete in their favorite sports. The traditional sports have been football, basketball, and track teams. In these sports Pittsburg State, then Kansas State Teachers College, excelled in the

Central States gaining national prominence as well as regional honors for championship teams.

Honored names of coaches at Pittsburg State became associated with these three sports. Carnie Smith in football, John Lance in basketball, and Garfield Weede in track guided Pitt State teams to winning seasons year after year. They also earned well-respected status in American sports history.

Up to the early 1960s, Pitt State athletics attracted top intercollegiate athletes through an athletic scholarship program that was considered one of the best in the region and certainly in Kansas and Missouri. During the post World War II years for two decades, Pitt State awarded at least 48 football scholarships, 15 for basketball, and 15 for track and field. These scholarships attracted the finest athletes largely within a hundred-mile radius to the athletic program. During these years, Pitt State football fielded two national champion (NAIA) football teams, outstanding basketball teams, and one of the best track and field team records in the midwest among small colleges. These teams produced numerous conference champions as the trophy cases attest.

Facilities for these athletic teams have been adequate. Brandenburg Field with its football field and track holds an honored place on campus. Completed in 1924, the stadium had little in the way of capital improvements in the intervening years even though it had hosted thousands upon thousands of

enthusiastic fans for Saturday afternoon and night games. The track had not been adequate in recent years to host these outdoor events on campus. The old gymnasium held a prominent place on the oval until its demolition in 1971. In 1971, the physical education building was completed with an olympic size swimming pool, a basketball arena that can seat 7000 people, and outstanding physical education and athletic staff offices and classrooms. The building was named for Garfield Weede in 1971 and the arena for John Lance in 1985.

In the 1960s and 1970s while Pittsburg State University continued to produce good athletic teams in the three sports, other regional schools began to catch up to and surpass the University in a comprehensive athletic program. In Kansas, regional institutions at Fort Hays State and Emporia State as well as Washburn University became active in building strong sports facilities and programs. In the nation, the same thing occurred so that exactly 20 years elapsed before Pitt State produced another national NAIA contender in football. No basketball teams made it to the top national circle during those decades. Track teams continued to place well in their competition. In 1976, the Central States Intercollegiate Conference was organized with four Kansas institutions, two Nebraska, and two Missouri colleges, forging a strong competitive league. Pitt State performed well in this conference in the intervening years,

dominating the conference with football and track and field championship teams.

In the early 1970's, Pitt State began another athletic tradition by adding women's sports to its program. State funding was secured for the program. Volleyball, softball, and basketball have been the mainstays of this program, although their funding has not permitted a competitive edge except perhaps in softball where two teams have placed high in NAIA finals.

Pitt State athletics have been a part of the National Association of Intercollegiate Athletics since the founding of that organization in 1952. Composed of several hundred independent colleges, church related colleges, state colleges and state universities, the NAIA has provided an excellent national organization for competitive sports. Increasingly, state colleges and universities have been transferring to Division II of the National Collegiate Athletic Association, and especially so in the south and southwest. In 1989, Pittsburg State University began competition in the Missouri Intercollegiate Athletic Association and at the Division II level of the NCAA.

When the University launched its first capital campaign, intercollegiate athletics formed a part of the total goal. Brandenburg Field needed major refurbishing to provide a new track and football field, new seating, lights, scoreboard, sound system and press box. In addition to stadium renovation, the Pitt State Athletic program needed

additional scholarship endowment funds to assure consistent competitive programs. The following projects have been completed.

Project	Date Started	Date Completed	Cost
Stadium Seating	2/88	7/88	$ 65,668
Field Turf	5/88	7/88	16,000
Four Lighting Units	8/88	9/88	149,774
Score Board	8/88	9/88	70,806
Sound System	8/88	9/88	15,772
Track (Base and Surface)	8/88	3/89	293,303
Press Box	5/89	9/89	230,000
Total			$ 841,323

In addition to the renovation projects, the Campaign For Distinction has generated about $150,000 in scholarship endowment funds. To date about $1,000,000 has been funded from the Campaign For Distinction for the intercollegiate athletic program. It is anticipated that another $250,000 will need to be raised to complete the funding for the completed projects and push the scholarship endowment funds to the $500,000 level.

The Office of Development is very pleased with the achievements made in this particular phase of the Campaign For Distinction.

APPENDIX 11

PITTSBURG STATE UNIVERSITY FOUNDATION, INC.
BOARD OF TRUSTEES
FOR FY 1990

President:

O. Gene Bicknell
National Pizza Co.
720 W. 20th
Pittsburg, KS 66762

Vice President:

J.B. Towner
Wilbert & Towner
PO Box V
Pittsburg, KS 66762

Secretary:

Rex W. Crowley
Alumni Center
Ford & Joplin Streets
Pittsburg, KS 66762

Treasurer:

Clifford E. Beougher
PSU
VP Fiscal Affairs
Pittsburg, KS 66762

Members:

O. W. Armstrong
2000 Skyline Drive
Bartlesville, OK 74006

Tom Beal
International Villages, Inc.
Exec Office Bldg, Suite 128
Prairie Village, KS 66208

Waneta Childress
805 West 4th
Webb City, MO 64870

Gary Cinotto
Miners State Bank, President
PO Box 1021
Frontenac, KS 66762

Lee Crawley
6846 South Canton
Suite 120
Tulsa, OK 74136

Roger Gladden
VP Administration
Leggett & Platt
PO Box 757
Carthage, MO 64836

William Hagman, Sr.
Chairman of the Board
Hagman's Inc.
Pittsburg, KS 66762

Donald Holsinger
Intn'l Med. Assoc.
1015 Mt. Carmel Place
Pittsburg, KS 66762

Gene Irvin
Adrian Bank, President
130 East Main
Adrian, MO 64720

Duane Lawellin
Executive Trust Officer
1st Nat'l Mercantile Bank
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K. I. Loy
Loy & Loy Attorneys at Law
112 W. 4th
Pittsburg, KS 66762

Edythe McNally
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Troy W. Michie, Jr.
2052 St. Nick St
New Orleans, LA 70114

George Pitzer
President
Pitzer Products, Inc.
2902 North Old Rouse
Pittsburg, KS 66762

August Rua
President
Farmers Insurance Group
1504 North Broadway
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Margarita Sauer
703 North Summit
Girard, KS 66743

William Shute
804 S. Catalpa
Pittsburg, KS 66762

Michael Slack
Exec. Vice President
Bank IV
PO Box 599
Pittsburg, KS 66762

Joseph G. Smoot
VP Development
PSU
Pittsburg, KS 66762

Gary Wall
President
Burris, Carson Wall Funeral
PO Box 942
Parsons, KS 67357

Donald Widner
1301 Woodland Terrace
Pittsburg, KS 66762

Paul Wilbert
Wilbert & Towner
PO Box V
Pittsburg, KS 66762

Donald Wilson
President
PSU
Pittsburg, KS 66762

George Zugmier
Chairman-President
Lodgistix, Inc.
1938 N. Woodlawn, Suite 1
Wichita, KS 67208

APPENDIX 12

Pittsburg State University Foundation
By Laws
(Adopted July 1, 1985; Amended September 8, 1989)

ARTICLE I

Name and Location

Section 1. The name of the corporation shall be the Pittsburg State University Foundation.

Section 2. The principal office and registered office shall be located at the Cecil and Eva C. Wilkinson Alumni Center, Ford and Joplin Street, Pittsburg, Kansas 66762.

Section 3. Other offices for the transaction of business shall be at such places as the Board of Trustees may, from time to time, determine and designate.

ARTICLE II

Purpose

Section 1. The purposes for which said Corporation is formed are the support of an educational undertaking, to-wit, the Pittsburg State University, and to that end to receive and hold in trust any property, real and personal, given devised, bequeathed, given in trust, or in any other way made over to the said Corporation for the use or benefit of Pittsburg State University, or of any student or professor therein as such, or of any department thereof, or for the carrying on at said institution of any line of work, teaching, or investigation, or contract research which the donor, grantor, or testator may designate; to invest or disburse all moneys so received, and generally to care for, manage, administer and control all such property so received, and to carry out the wishes and to see the funds and property so received are applied to the uses specified by the donors; or, in case the gift, devise or bequest is a general one, then to such uses as may be agreed on by the Board of Trustees.

Section 2. The term for which the Foundation shall exist is in perpetuity.

ARTICLE III

Members

Section 1. There shall be two categories of members of this Corporation, honorary and active, with each category exercising full membership rights.

Section 2. Honorary members may be elected for life by the Board of Trustees.

Section 3. Active members will be designated each year by the Board of Trustees as those who make a minimum contribution to the Foundation as specified by the Board of Trustees each year at its annual meeting. Membership rights will be based in a current fiscal year on a minimum gift during the previous or current fiscal year.

Section 4. An annual meeting of members shall be held at the principal location of the corporation on the day and at the time to be set each year by the President of the Foundation, and written notice of such meeting shall be served by United States mail upon all members of the corporation at least fifteen days prior to the day of said meeting. At such meeting, the members shall elect Trustees to serve three year terms. The immediate past president of the Foundation shall be elected to the Board of Trustees if eligible to serve. At the first election, eight (8) members shall be elected for 3 year terms, eight (8) members shall be elected for 2 year terms, and eight (8) members shall be elected for a 1 year term. They may also elect those who have given extended service on the Board as trustees emeritus of the Foundation. Trustees emeritus will receive special reports, notices, and communications from time to time and may also be invited by the chairman to attend meetings.

Section 5. A special meeting of the members, to be held at the same place as the annual meeting, may be called at any time by a written request of the majority of the Board of Trustees, or by the President or, in his absence, by the Vice President. It shall be the duty of the President, or Vice President or Board of Trustees to call such a meeting whenever so requested by fifty (50) percent of the members of the corporation. Notice of the time and place of all special meetings of the members shall be mailed by the Secretary to each member at least ten (10) days before the date thereof.

Section 6. The President, or, in his absence, the Vice President shall preside at all such meetings.

Section 7. At every meeting, each member shall be entitled to cast one vote, which vote may be cast either in person or by proxy. All proxies shall be in writing and shall be filed with the Secretary and the same entered of record in the minutes of the meeting.

Section 8. A quorum for the transaction of business for any meeting shall consist of those members of the corporation who attend or have submitted their proxy.

Section 9. The members shall have power, by a majority vote at any annual or special meeting, to remove any Member, Trustee, or officer from office.

Section 10. The books, records and accounts of the corporation shall be open to the inspection of any and every member, and such member shall have the right and privilege to examine said books, records and accounts of the corporation at any time.

Section 11. The President of the University, the Vice President for Development and Public Relations, and Director of Development, the Vice President for Business and Fiscal Affairs, the Director of Alumni Relations shall be ex-officio non-voting members of the Foundation. The President of the Alumni Association shall be an ex-officio voting member of the Foundation.

ARTICLE IV

Trustees

Section 1. The business and property of the corporation shall be managed by the Board of Trustees, consisting of not less than twenty-four (24) and not to exceed thirty-six (36) elected members and those provided for by Section 10 of this Article IV. The number of directors shall be established from time to time by a majority vote of those present at any regular meeting of the Board of Trustees. As a qualification for election thereof, it shall be necessary that a Trustee be a member of said corporation. The Trustees shall be elected by the Members of the Foundation and shall receive no compensation for their services as Trustees. A majority shall be alumni of Pittsburg State University. Vacancies occurring on the Board of Trustees shall be filled by an affirmative vote of a majority of the remaining Trustees at any regular or special meeting. The Trustee or Trustees so chosen shall hold office until the next annual election and until their successors shall be duly elected and qualified. A quorum shall be a majority of the Trustees.

Section 2. The President of the Foundation shall serve as chairman of the Board of Trustees and the Vice President of the Foundation shall serve as Vice Chairman of the Board of Trustees.

Section 3. The regular annual meeting of the Trustees shall be held in the principal office of the corporation immediately after the adjournment of each annual members' meeting. The Trustees shall elect the officers of the Board of Trustees at this meeting. The past President of the Foundation shall serve as temporary chairman of the Trustees for the election of officers. At this meeting other regular meetings for the ensuing year shall be scheduled.

Section 4. Special meetings of the Board of Trustees, to be held at any place, may be called by the chairman and, in his absence, by the Vice Chairman. By consent of two-thirds of the Trustees, such meetings of the Board may be held, without notice, at any time and place.

Section 5. Notice of all such special meetings of the Board of Trustees shall be mailed to each Trustee by the Secretary at least ten (10) days previous to the time fixed for the meeting. All notices of such meeting shall state the purpose thereof. Notice of any special meeting may be waived by the Trustees, and the presence of any Trustee at any meeting shall be deemed to constitute a waiver of notice of such meeting.

Section 6. A quorum for the transaction of business at any meeting shall consist of a majority of the members of the Board of Trustees, but the members present at any regular or special meeting, although less than a quorum, shall have power to adjourn the meeting to a future time and, from time to time thereafter, until a quorum shall be present.

Section 7. The Trustees shall elect officers of the corporation, such election to be held at the annual Trustees'meeting following each annual members' meeting, and if such election is not held at such meeting, the same may be held at any subsequent meeting of the Board of Trustees.

Section 8.

(a) The Trustees may select an Executive Director to manage the business and property of the corporation during the interim between annual meeting of the Board of Trustees and shall fix the salary of said Executive Director, and as a qualification for said position, it shall not be necessary that the person so employed be a member of the corporation or Trustee.

(b) In the absence of an appointment under "Section 8a" above, the Executive Committee shall meet on call to perform the functions outlined in "Section 8a".

Section 9. At each annual members meetings, the Board of Trustees shall submit a statement of the business transacted during the preceding year, together with a report of the general financial condition of the Corporation.

Section 10. The President of the University, the Vice President for Development and Public Relations, the Director of Development, the Vice President for Business and Fiscal Affairs shall be ex-officio non-voting members of the Board of Trustees in addition to the twenty-four (24) elected members. The President of the Alumni Association shall be an ex-officio voting member.

ARTICLE V

Officers

Section 1. The officers of this corporation shall be a President, a Vice President, a Secretary and a Treasurer. The President, the Vice President, and the Secretary shall be elected for a term of one year and shall hold office until their successors are duly elected and qualified. No one shall be eligible to hold any office who is not a member of the corporation, and any such officer who ceases to be a member of the corporation shall cease to hold said office on the termination of his membership in said corporation. The office of Treasurer shall be held by the Vice President for Business and Fiscal Affairs of Pittsburg State University.

Section 2. The President shall preside at all Board of Trustee and Members meetings; shall have general supervision over the affairs of the corporation and over the other officers; shall sign all written contracts of the corporation, and may sign checks, and shall perform all such other duties as are incident to his office. In case of the absence or disability of the President, his duties shall be performed by the Vice President.

Section 3. The Secretary shall issue notices of all Board of Trustees and members meetings and shall attend and keep the minutes of the same; shall have charge of all corporate books, records and papers; shall have custody of the corporate seal; shall attest with his signature and impress with the corporate seal all written contracts of the corporation; and shall perform all such other duties as are incident to his office.

Section 4. The Treasurer shall have custody of all money and securities of the corporation and shall give bond in such sum and with such sureties as the Board of Trustees may require conditioned upon the faithful performance of the duties of his office. He shall sign checks of the corporation, shall keep regular books of account and shall submit them, together with all his vouchers, receipts, records and other papers, to the Board of Trustees for their examination and approval as often as they may require, and shall perform all such other duties as are incident to this office.

ARTICLE VI

Committees

Section 1. The Executive Committee shall be elected by the Board of Trustees and shall consist of five (5) members of the Board of Trustees. The members of the Executive Committee will normally include the following: Chairman of the Board of Trustees, who will serve as Chairman of the Executive Committee; Vice Chairman of the Board of Trustees; Secretary of the Board of Trustees; the immediate past President of the Foundation may also be elected to serve on the Executive committee if a member of the Board of Trustees. The President of Pittsburg State University, the Vice President for Development and Public Relations of Pittsburg State University, and the Vice President for Business and Fiscal Affairs of the Pittsburg State University shall serve as ex-officio non-voting members of the Executive Committee. The Executive Committee shall have and may exercise all the powers of the Board of Trustees in the management of the business and affairs of the Foundation during the intervals between meetings of the Board, except the power to fill vacancies on the Board and the power to amend the By Laws. The Executive Committee may make rules for the conduct of its business. A majority of the voting members of the Executive Committee shall constitute a quorum.

Section 2. Standing Committees. The Board of Trustees shall establish the following committees in conducting the affairs of the Foundation:

a. Development Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall establish fund-raising plans and goals for the Foundation.

b. Investment Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum. The Treasurer of the Foundation shall be a member of this committee. The committee shall invest the funds of the Foundation in keeping with policies set by the Board of Trustees. The committee may engage appropriate investment counsel on approval from the Board of Trustees in the management of the Foundation's assets and in keeping with the fiduciary responsibility of the Trustees to realize adequate investment returns.

c. Finance committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall prepare the annual Foundation budget and be responsible for the management of the building and grounds of the Alumni Center.

Section 3. The Board of Trustees shall establish other standing committees as required and elect the members each year.

ARTICLE VII

Finances

Section 1. The funds of the corporation shall be deposited in such bank or banks as the Board of Trustees shall designate and shall be withdrawn only upon check or order of the Treasurer and such other officers as may be designated by the Board of Trustees.

Section 2. An annual audit of the funds and property of this corporation shall be made and a report thereof submitted to each member of the Board of Trustees, and will be made available to any member of the Foundation upon request.

ARTICLE VIII

Seal

Section 1. The Board of Trustees shall provide a suitable seal for the corporation and it shall bear the name of the corporation and the word "Seal." Such seal shall be impressed upon all contracts, conveyances and written instruments as may require the seal of the corporation.

ARTICLE IX

Amendments

Section 1. These By Laws may be amended, changed or altered by the affirmative vote of two-thirds of those present at any regular meeting of the Board of Trustees, subject to the power of the members to amend, alter or repeal the By Laws; provided, however, that notice of any such action by the Board of Trustees shall be given to each member of the Foundation not a member of the Board of Trustees having voting rights within thirty (30) days after the date of such change by the Board of Trustees.

APPENDIX 13

PITTSBURG STATE UNIVERSITY
ALUMNI ASSOCIATION
BOARD OF DIRECTORS
FOR FY 1990

President:

Lee Crawley
President, ZG Energy
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1st Vice President:

George Zugmier
Pres., Logistix, Inc.
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Wichita, KS 67208

2nd Vice President:

Chris Fogliasso
Kelce School of Business
and Economics
Pittsburg, KS 66762

Secretary:

Cathy AuBuchon
610 Deill
Pittsburg, KS 66762

Treasurer:

Ernest E. Casey
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Pittsburg, KS 66762

Past President:

Tex Crutcher
Citizen's Nat'l Bank
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Brock Industries
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APPENDIX 14

PITTSBURG STATE UNIVERSITY

ALUMNI ASSOCIATION CHAPTER OFFICERS

July, 1989

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Vice President:	Stan Stevens (Jeanna) 2124 Jefferson Place Bartlesville, OK 74006 Home: 918-333-5681 Office 918-336-4181
Secretary-Treasurer:	Eric Wulfekammer 5552 S.E. Colony Way Bartlesville, OK 74006 Home: 918-333-1426 Office: 918-661-3153

BANGKOK, THAILAND

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Vice President:	Mr. Sutipong Ittipong Assistant General Manager International Trust & Finance Co., Ltd. Kongboonma Building 697-701 Silom Road Bangkok, Thailand Mr. Santi Purivetkunakorn, Mgr. Revenue Analysis Office (BKKELTG) Thai Airways International Limited 89 Vibhavadi Rangsit Road Bangkok, Thailand
Treasurer:	Mr. Kriand Krai Kunmotarn (no address given)

Secretary: Mr. Winai Okanurak
(no address given)

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APPENDIX 15

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SCHOOL OF EDUCATION ADVISORY COUNCIL
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